Board of Trade Journal

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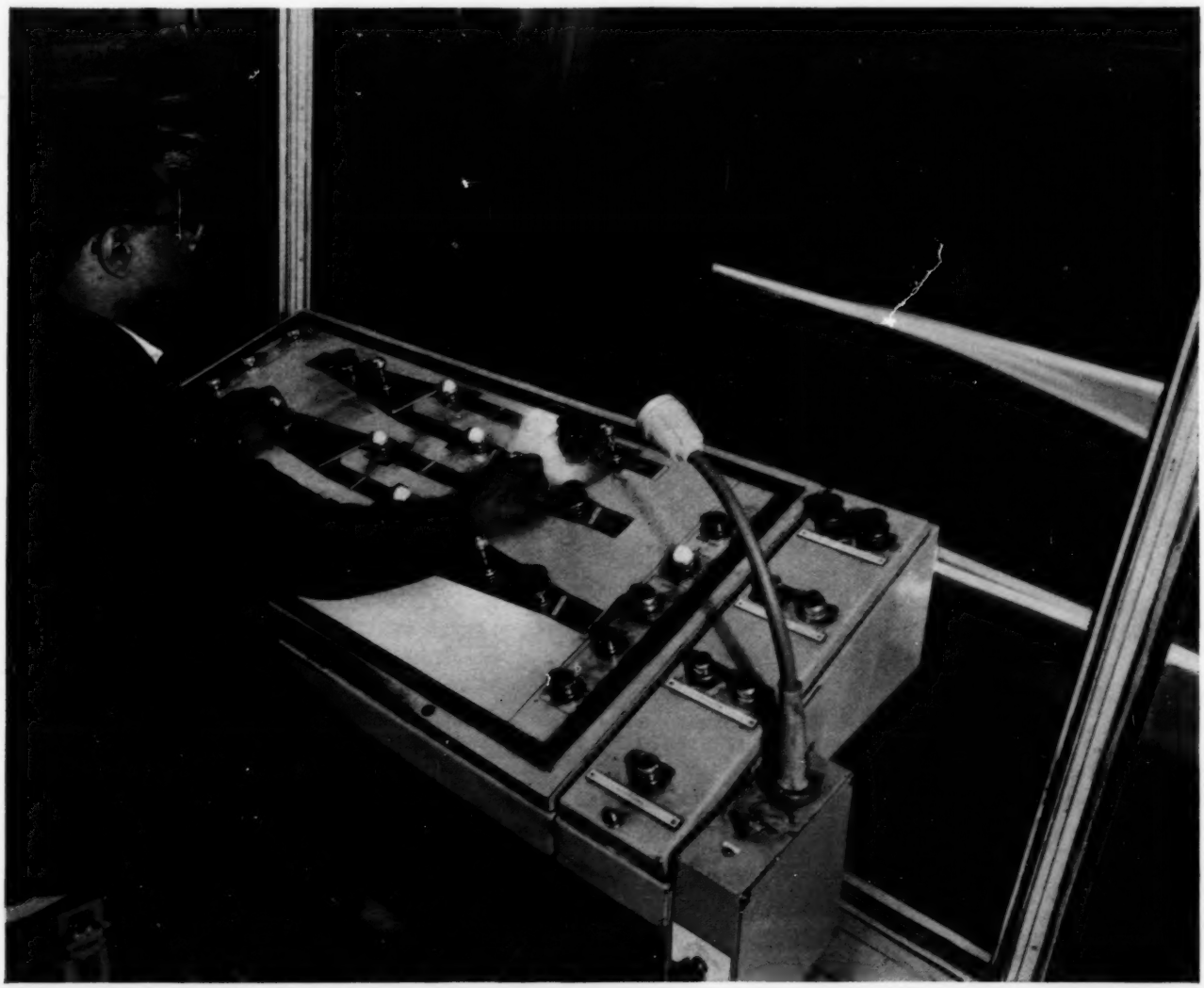

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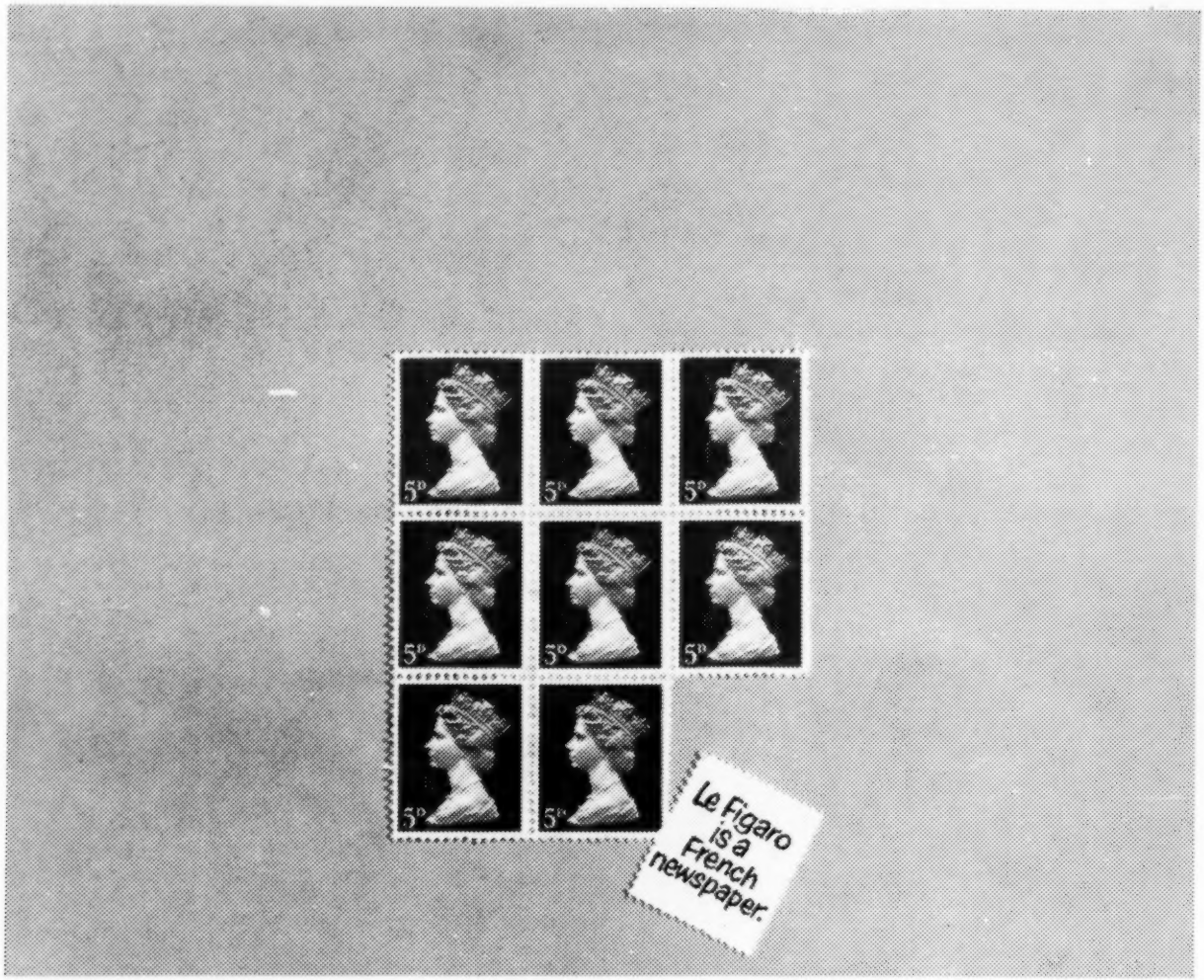

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Front cover photograph

The control pulpit of the 12 in. fully-automated cross-country mill used for the production of hot rolled steel angles at the works of the District Iron & Steel Co. Ltd., Smethwick, Warley, Worcestershire, a member of the Brockhouse Organization. One of the most modern of its type in the United Kingdom, the mill produces over 100 tons of angles per shift. The Brockhouse Organization is active in most countries of the world as far as direct sales are concerned, and many of its products also find their way into overseas markets through being fitted to other exporters' equipment.

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A = Annually; M = monthly; Q = quarterly; 6-M = every six months

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Air transport:	
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Mileage and traffic (A)	9 July 1969
Trade by air (6-M)	22 Oct. 1969
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Trends in 'invisible' transactions (6-M)	17 Sept. 1969
UK balance of payments (Q)	17 Sept. 1969
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Capital expenditure:	
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Industry's capital expenditure (Q)	8 Oct. 1969
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Manufacturing industry. Census of production (A)	20 Dec. 1968
Catering trades turnover (M)	19 Nov. 1969
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Board of Trade regional organization	1 Oct. 19
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British commercial representatives overseas	1 Oct. 19
Customs notices of interest to exporters	23 July 19
Directory of Board of Trade departments and their work	29 Mar. 19
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Half-yearly index. – Jan.-June 1969	30 July 19
Official Receivers' offices	21 June 19
Programme of trade promotions	5 Nov. 19

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CHAMBERS OF COMMERCE ABROAD—2

Promotion of commercial exchanges between the United Kingdom and France

by P. P. T. Simpson-Jones, President, British Chamber of Commerce, France Inc.

THE BRITISH CHAMBER OF COMMERCE in France is the oldest in Europe and will celebrate its centenary in 1972. It has a present membership of about 1,000, of which some 85 per cent are French domiciled.

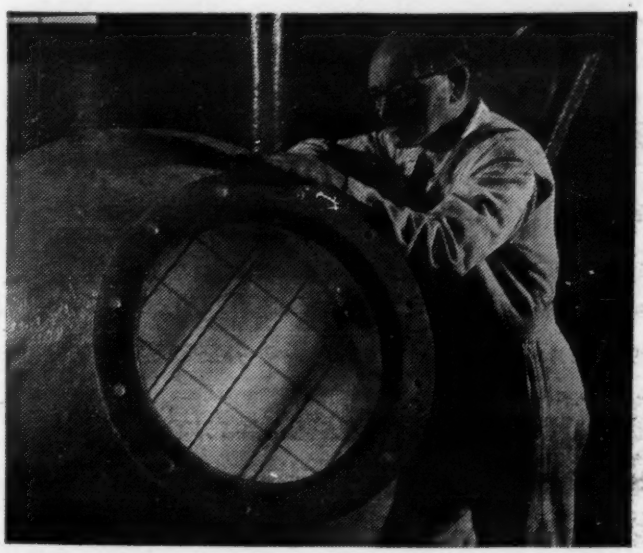
Amidst the intense activity of today, the problems caused by the ever increasing competition within the Common Market and the fact that Britain is still on the outside, we sometimes tend to wonder if the Chamber in its early days was not a much more gentlemanly outfit and in fact something of a pre-prandial discussion group. It is therefore instructive and somewhat chastening to delve into the archives of the early days and to discover strongly worded motions voted by the Board and addressed to the Board of Trade and to the Associations of British Chambers of Commerce concerning ways and means of encouraging free trade between Britain and France, the adoption of the decimal system in the United Kingdom and the construction of a channel tunnel, all of which have a familiar ring today. Even though the period of gestation, an average of 90 years, may seem over long, at least it shows that our predecessors were looking well into the future.

Further investigation shows that in 1900, as a compliment to the Chamber, the Annual General Meeting of the ABCC was held in Paris and at the International Paris Exhibition of that year, members of the British Chamber of Commerce received 20 gold medals, 8 silver medals and numerous other awards, which is not bad considering that the membership at that time was only 230. The Chamber today is doing its utmost to maintain this high standard of activity.

To the question 'What is the British Chamber of Commerce?' the simple answer is an association of businessmen in France who are willing freely to devote much of their time to the promotion of commercial exchanges between the United Kingdom and France. It is an independent organization with no regular financial support from any government.

In the nature of things the principal activities of the Chamber are commercial, that is to say, the offering of direct assistance in the form of information and advice to British businessmen wishing to set up or increase their exports to France and French businessmen, as associates or representatives of British concerns, having the same aim. In many things, large and small, the approach is quite different in France from that at home and the Chamber's legal, fiscal and customs' advisers, to name but a few, are usually able to give valuable help. The Chamber also has contacts at various French government levels and can often intercede on behalf of its members.

It should be stressed that all these activities are complementary to those of the British Embassy Commercial Department with which the Chamber works in the closest possible collaboration. The Chamber plays an active part, together with the Embassy, in organizing the various British trade manifestations taking place regularly all over France and are the official representatives of the Confederation of British Industry and Trade Fairs Holdings Limited. Amongst the less spectacular activities is our assistance in supplying bilingual shorthand typists as well as recommending interpreters, a list of suitable candidates being available to members; and the issuing of confidential reports on French enterprises, etc.



A demister unit constructed of Keeglas acid-resistant glass fibre laminate, under construction at the Greenhithe, Kent, works of APV-Kestner Ltd. The unit is part of an installation for the removal and neutralization of highly corrosive furnace gases resulting from the burning of PVC-covered scrap metals. The installation will be sited in Paris.

The house magazine, Cross Channel Trade, has a circulation of 3,500 copies per month and contains much valuable information concerning Anglo-French trade. The Year Book contains a list of all members and constitutes the most complete list of British firms active in France.

All concerned with the Chamber have a deep-rooted belief that for all forms of trading and mutual understanding it is essential that businessmen shall be able to communicate directly and in furtherance of this organizes a yearly English commercial examination and the diploma awarded to successful candidates has over the years become the most prized of all the French speaking countries. This year over 5,000 sat the examination.

Finally in order to facilitate fruitful contracts between members, the Chamber organizes a number of lunches with well-known

(*Continued on next page*)

CHAMBERS OF COMMERCE ABROAD, *continued*

political and public figures as guest speakers as well as a number of cocktail parties and other social gatherings.

There is no doubt that a period of re-thinking and possibly of evolution in the various organizations promoting British exports lies ahead. At the moment the division of effort as between the Embassy and the Chamber in Paris leads to some duplication, but the Chamber with the experience of its own members more readily to hand is perhaps better geared to give to would-be exporters information of a confidential nature. The Val Duncan report made only sparse comments on British Chambers of Commerce abroad, but one point it did bring out was that United Kingdom exporters consulted British Chambers of Commerce in their export fields on a limited scale only.

Despite increasing costs in France rendering the financial viability of the Chamber more difficult to achieve, there should be no question that so long as British businesmen resident in France are prepared to give their time voluntarily to assisting other British businessmen, coupled with efficient permanent executive services set up by the Chamber, these very valuable services should be used. Thus Chambers of Commerce have a continuing valuable function to perform.

Should not serious thought be given to an even more close working association between Embassies and British Chambers of Commerce abroad, whereby the experience of the Chambers, combined with organization of the highest efficiency, could be used to undertake the ground work of exploration, both of a responsive and of an initiative character, with the information thus obtained being fed to the senior officials in the Commercial Departments of Embassies?

The address of the Chamber is 6, Rue Halévy, Paris, 9 (Tel. 073.49.21).

An article on the work of the British-Swedish Chamber appeared in September 3 issue.

Visit of French Minister of Economy

M. VALERY GISCARD D'ESTAING, the French Minister of Economy and Finance, is to visit London on December 4, as the guest of HM Government for a general exchange of views on matters of mutual interest with Mr. Roy Jenkins, Chancellor of the Exchequer.

British Ambassador in Germany to tour United Kingdom industry

IN FRANKFURT on November 19, Mr. Roy Mason, President of the Board of Trade, told the British Trade Council that he had invited Sir Roger Jackling, the British Ambassador in Germany, to undertake a two-week tour of United Kingdom industry in March 1970.

The purpose of this tour, said Mr. Mason, was to enable Sir Roger to meet British businessmen and trade organizations, and discuss with them the prospect for increasing our exports in the expanding German market, and the most effective methods of establishing contacts. Such a tour would maintain the momentum of the 'Opportunity Germany' trade drive which is now under way and assist exporters to make full use of the official export services in their efforts to take advantage of the recent currency revalution.

The Ambassador's United Kingdom programme has yet to be settled but it is envisaged that he will address a number of meetings in London and the provincial industrial centres, and visit firms and trade organizations with specific German interests.

Technical assistance for United Kingdom exporters of cranes

THE BRITISH STANDARDS Institution announce that over the past year, investigation by their Technical Help to Exporters has unearthed a wealth of information relating to the export of cranes to various overseas countries. This information which includes specifications and approval systems stipulated by these countries, is contained in a series of digests which have been issued by the THE service.

The new series of digests covering these items of heavy equipment, annual exports of which amount to some £10 million became available on November 1 this year. Countries for which digests have so far been issued are: Federal Republic of Germany, Netherlands, Belgium, Finland, Sweden, Norway, Spain and Portugal.

Subscribers to the new series will receive for an annual sum of £10 these digests which will be kept up to date. Most of the countries of western Eureope are expected to be added to the list within the first year of subscription.

Although the digests provide exporters with basic information, additional assistance obtained by visits to the individual countries is available, and specific problems can be solved by contacting the Technical Help to Exporters Section. British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts. Tel.: Hemel Hempstead 2341. This advice is normally free to British exporters except where extensive consultation becomes necessary.

Tariff preferences for developing countries

THE FOLLOWING is the text of a notice issued by the Secretariat of the Organization for Economic Co-operation and Development (OECD) on November 14.

THE SECRETARY-GENERAL of the Organization for Economic Co-operation and Development, Mr. Emile van Lennep, has had a talk today in Paris, at the headquarters of the Organization, with Mr. Perez Guerrero, Secretary-General of UNCTAD, to whom he handed substantive documentation setting out the position of the developed member countries, in regard to the establishment of a mutually acceptable system of generalized, non-reciprocal, non-discriminatory tariff preferences, in favour of developing countries.

The Council of the OECD decided to transmit to the Secretariat of the United Nations conference on trade and development (UNCTAD), the documents prepared in the OECD Trade Committee on this subject. The transmission of these texts by November 15 fulfils the undertaking entered into by the developed countries of the OECD during the meeting of the UNCTAD Special Committee on Preferences in July 1969. The documents handed to UNCTAD are the result of the work done over the last few months by the developed market economy countries which are considering the grant of such preferences. New Zealand, which is not a member of the OECD, has been taking part in this work.

It will be recalled that in November 1965, the Council of the OECD had entrusted a special group consisting of representatives of France, Germany, the United Kingdom, and the United States, with the task of 'examining the problems of trade between the developed and developing countries, with a view to the formulation of constructive and concerted policies for encouraging increased export earnings by those countries'.

The Council of the OECD agreed on December 1, 1967 that 'the broad lines of the group's work should serve as a common basis for delegations of member governments at the Second United Nations Conference on Trade and Development and in future discussions of this matter'.

During that Conference, held at New Delhi early in 1968, there was unanimous agreement in favour of introducing a mutually acceptable, generalized system of preferences, at an early date. Since that date, work has continued actively within the OECD Trade Committee with a view to defining the measures which might be taken to this end by the developed member countries of the organization.

The information given in the documents transmitted to UNCTAD by the OECD reflects a position which is, as yet, only provisional. It nevertheless represents all the data at present available on the positions of the OECD countries which are considering granting preference. On this basis, it will be possible for consultations to take place within UNCTAD with the developing countries, and the developed market economy countries will be able to continue within the OECD the search for concrete solutions enabling progress to be made towards early introduction of a mutually acceptable system of generalized preferences.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of addresses is given on pages i-viii of October 1 issue.

BOARD OF TRADE MINISTERS IN ACTION

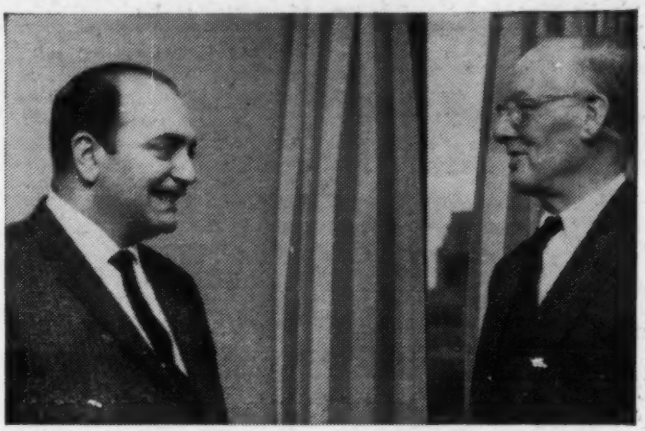
PRESIDENT AT WHESSOE LTD.

Whessoe Ltd., Darlington, manufacturers of capital goods for the oil, gas, chemical, petro-chemical and nuclear power industries, was visited by Mr. Roy Mason, President of the Board of Trade, on November 14, as part of his programme of seeing a number of firms throughout the country to discuss the export effort and the problems exporters face. Mr. Mason is seen here with Mr. M. J. Noone (centre), director and group chief executive, Whessoe Ltd., examining a computer produced drawing of a heat exchanger. During the President's visit, the company announced big orders from Nigeria and Canada for storage tanks. Also, it was later announced that an order from Finland had been received for the supply of fabricated material for two storage vessels.

MRS. DUNWOODY WITH CYPRUS GUESTS

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, was visited by three business executives from Cyprus recently. The visitors, from left to right, Mr. S. A. Triantafyllides, Mr. D. J. Pierides, and Mr. M. G. Coloccassides, were in Britain as guests of the Foreign and Commercial Office.

LORD BROWN MEETS IRAQI VISITORS



Lord Brown (right), Minister of State, Board of Trade, meeting HE Dr. Ghaib Manlud Mukhlis during his visit to the Board of Trade on November 19. Dr. Mukhlis, the Iraqi Minister of Municipal and Rural Affairs, accompanied by Sayed Sa'adi Nasir, Director-General of the Passenger Transport Service; Sayed Hassan Mohamed Ali, Director-General of Administration; and Sayed Saiyid Riyadh al Zawahi, Chief Engineer of the Passenger Transport Service, visited this country from November 14 to 20 as a guest of HM Government. The Minister's portfolio includes responsibility for the fire services, passenger transport services (both road and water), electricity generation, water works and sewage works. During his visit the Minister made contact with firms concerned with equipment in these fields.

MR. ROBERTS PRESENTS AIR AWARDS

The Queen's Commendation for Brave Conduct has been awarded to 13 people following two aircraft crashes. The awards were for bravery in rescue work after the crash of a Boeing 727 of Ariana Afghan Airlines at Horley, Surrey, on January 5, and the crash of an Ambassador of BKS Air Transport Ltd., at Heathrow, on July 3. Mr. Goronwy Roberts, Minister of State, Board of Trade, made the presentations on November 17. The recipients of the awards concerned in the Boeing crash were: Mr. R. J. Jeal; Mr. A. S. Kemp; Mr. R. Longhurst; Mr. Harbans Singh; Miss R. H. M. Taylor; Mr. T. G. H. Taylor; Police Sergeant W. J. Tappern; PC T. J. Anglim; PC P. J. Buss; PC R. F. Holland; PC K. R. Simmonds; and station officer A. G. Davies. The award following the Ambassador crash went to Captain George Peter Robertson, DFC, a BEA pilot.

Visits by British overseas commercial representatives

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country shortly, when they will be available for discussions.

		Available	In present post since
AUSTRALIA (Brisbane)	W. J. KEARNS, Second Secretary (Commercial)	February	1967
BULGARIA (Sofia)	W. F. B. PRICE First Secretary (Commercial)	February/March	1967

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-Eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices, together with the areas covered and the appropriate office for Northern Ireland, were listed at page 207 of the *Board of Trade Journal* of September 3, 1969.) Those firms and organizations other than in the Eastern Region and the London and South-Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should write to Tours Section, Board of Trade, Room 469, 1 Victoria Street, London, S.W.1.

Because some officers have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

Changes at BNEC Export Council for Europe

CHANGES IN the Export Council for Europe have been announced by the British National Export Council. The present chairman, Sir Hector McNeil, who was a founder member of the Export Council for Europe, has completed his three years as chairman and will be retiring on December 8.

Lord Calde cote

He will be succeeded by Lord Caldecote who will take over in April 1970. Mr. George Burton, who is a deputy chairman of ECE, will become acting chairman until next April.

Sir Alexander Abel Smith, also a deputy chairman of ECE and who has been chairman of the Council's Consumer Goods Committee for the past six years, retires from the Council on December 8. He also was a founder member of the Council.

Mr. E. J. W. Hellmuth takes over as deputy chairman to replace Sir Alexander Abel Smith, and in December he will also take over Sir Alexander's responsibilities as chairman of the ECE Consumer Goods Committee.

Lord Caldecote is an executive director of the Delta Metal Company, and chairman of the Economic Development Committee for the Movement of Exports. He has a wide experience with the aircraft industry. In 1955 he joined English Electric as a director in charge of their aviation interests. From 1960 to 1969 Lord Caldecote was on the board of the British Aircraft Corporation, with special responsibility for the Guided Weapons Division.

In 1966 Lord Caldecote joined the boards of Cincinnati Milling Machines and Consolidated Gold Fields and he retired from the boards of English Electric and BAC to take up his present appointment as an executive director of the Delta Metal Company. He was president for 1965/66 of the Society of British Aerospace Companies and president of AICMA, the European Association of Aviation Industry Trade Associations, from 1966 to 1968.

Mr. George Burton is senior vice-chairman and chief executive of Fisons Limited, and has served as a deputy chairman of the ECE for the past four years.

Mr. E. J. W. Hellmuth is an executive director of the Midland Bank. He has been a member of the ECE since 1964 and is the country team leader for Germany.

Middle East market for consumer goods

TWO NEW sources of information on the market for consumer goods in the Middle East were announced on November 18 by COMET, the British National Export Council's Committee for Middle East Trade. The publications, introduced by Mr. Maurice Kewley, chairman of Comet's Cosumer Panel, are 'The market for household goods in Saudi Arabia' and 'The Middle East consumer market – new figures'.

'The Middle East consumer market' is a revised version of a document published in June, which conveniently compares exports from the United Kingdom to 16 individual Middle East and North African countries with those from the OECD broken down under 55 SITC headings. The new version has been up-dated by the inclusion of 1968 figures and also contains some statistics on Dubai, Abu Dhabi and Quatar though these are not comparable with the rest.

'The market for household goods in Saudi Arabia,' prepared for COMET by Industial Export Surveys, is believed to be the first survey of its kind. Its purpose is to bring together the information which manufacturers individually might not have and from this to try and forecast the likely growth and characteristics of the Saudi Arabian market in these manufactures over the next decade.

The report states that Saudi Arabia is on the brink of an expansion of consumer demand comparable to that which took place in Kuwait some 15 years ago and that if the market is going to expand on this scale, now is the time to study it and to lay the foundations on which to build a substantial and increasing market share in this expansion to come. Urban population is estimated as doubling in the next 10 years and the Saudi Arabian gross national product is increasing at a rate of 7.8 per cent per annum, compared with the rate of increase in Kuwait between 1964 and 1968 of 5.7 per cent. It is, therefore, quite conceivable that the market could double by 1975 and double again by 1978/9 to £40 million.

'The manufacturer who shares our view of the Saudi Arabian market,' states the report, 'will be operating not simply in a closed market of £10 million but in a much wider trading area where the market for household equipment is of the order of £35 million now. If he is already selling in Kuwait, in Bahrain and in the lower Gulf, then the potential next door of Saudi Arabia must be an incentive and an opportunity he cannot afford to ignore.'

Copies of both publications are obtainable from BNEC Publications Department, 6-14 Dean Farrar Street, London, S.W.1 (Tel. 01-930 3121).

New chairman of Cinematograph Films Council

MR. MORRIS FINER, QC, has accepted the invitation of Mr. Roy Mason, President of the Board of Trade, to continue as chairman of the Cinematograph Films Council. The appointment takes effect from December 1, 1969, and will run until December 31, 1970, when the current films legislation will expire.

Notes:

The Cinematograph Films Council is a statutory body which advises the President of the Board of Trade on matters affecting the film industry.

The Films Acts 1960-66, which govern the constitution and activities of the Cinematograph Films Council, will expire on December 31, 1970. A Films Bill will be introduced during the present Parliamentary session.

DEP consideration of mergers

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, announced on November 17 that, on the information at present before her, it is not intended to refer the following proposed mergers to the Monopolies Commission under the provisions of the Monopolies and Mergers Act 1965:

1. Slater Walker Securities Limited and P. B. Cow and Company Limited; and
2. The acquisition by Weir Group Limited, of a 50 per cent interest in Worthington-Simpson Limited.

Note

Slater Walker Securities Limited and P. B. Cow and Company Limited, are engaged in the manufacture of industrial rubber products; and Weir Group Limited make various types of pumps.

NEDC discusses reports on key industries

REPORTS FROM seven key industries expected to form the basis for Government economic planning up to 1972 were discussed at a meeting of the National Economic Development Council, attended by the Prime Minister, the Chancellor of the Exchequer, and the President of the Board of Trade, in London on November 18.

The reports, which covered forecasts on markets, demand levels, investment and man power, dealt with motor manufacturing, electrical engineering, mechanical engineering, machine tools, chemicals, electronics and paper and board.

Reports on other industries are to be discussed at a further meeting of NEDC on December 16.

'New Technology' reviews monitoring information for management decision

CREATING, GUIDING AND monitoring a firm's information operations has become a prime concern for top management, writes William T. Knox, vice-president, McGraw-Hill Inc., in the November issue of *New Technology*, the Ministry of Technology's monthly bulletin. Information on the 'Management Decision Through Information' conference, jointly sponsored by Mintech and the Thomson Organization, which is to be held at Imperial College, December 16 and 17, accompanies the article.

The three-pronged service available to industry from the Numerical Control Advisory and Demonstration Service (NCADS) is the subject of a second *New Technology* feature. The work of RAE, PERA and Airmec-AEI is described, and practical examples of NC jobs and their economics are given.

The November *New Technology* also carries a short article on the adhesives and sealants advisory service available to industry from Explosives Research and Development Establishment (ERDE); and a Statistical Indicator on the United Kingdom computer industry, which demonstrates the growing bureaux field.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by December 10.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.08	Di*iso*propylbenzene hydroperoxide	Di isopropyl hydroperoxide	December 31, 1970	13344
29.14	Chrysanthemoyl chloride	Chrysanthemic acid chloride	December 31, 1970	13349
29.22	*N-iso*Propylaniline	N iso Propyl aniline	December 31, 1970	13350
29.25	Iocetamic acid	As in previous column	December 31, 1970	13354
29.35	5-Benzyl-3-furylmethanol	5-Benzyl-3-furylmethyl alcohol	December 31, 1970	13347

Application for the reduction of the import duty on synthetic tow

IN MARCH 1968 the Board of Trade announced that they were considering an application for a reduction of the full rate of import duty on *all* types of continuous filament tow for the manufacture of man-made fibres (discontinuous) (tariff heading 56.02).

As from September 4, 1969, the full rate of import duty on artificial tow now classified to tariff sub-heading 56.02 (B) was reduced to 5·9d. per lb. (See *Board of Trade Journal*, September 3, page 604).

The full rate of import duty on synthetic tow, now classified to tariff sub-heading 56.02 (A), is scheduled to be progressively reduced from its present rate of 14½ per cent plus 4½d. per lb., or 9d. per lb., whichever is the greater, to 13 per cent or 7·2d. per lb., whichever is the greater, by January 1, 1972, in accordance with the Kennedy Round Agreement. The Board of Trade have decided to take no additional action in relation to this duty.

National Materials Handling Centre

A NATIONAL Materials Handling Centre (NMHC) is now being established at the College of Aeronautics, Cranfield – the proposed Cranfield Institute of Technology. It marks a major step forward in recognition of the important part which modern materials handling methods have to play in making all sectors of British industry more efficient and competitive. Set up with financial backing from the Ministry of Technology, the Institute of Materials Handling and the National Joint Council on Materials Handling, and with the full support and co-operation of Cranfield College and the Federation of Associations of Materials Handling Manufacturers, the NMHC is expected to be in operation early next year. The post of director is now being advertised.

New telephone number for Official Receiver, Reading

THE TELEPHONE number of the Official Receiver in Bankruptcy at Reading has been changed to: 0734 581931-5.

Cardiff bakery firm buys Rolls-Royce factory

THE MINISTRY OF TECHNOLOGY are to sell their factory at Maes-y-Coed Road, Cardiff, to Merrett's Limited, the well-known Cardiff bakery in the Allied Bakeries Group. Until recently the factory was occupied by Bristol Siddeley Engine Division of Rolls-Royce.

Merrett's Limited employ nearly 700 people at their two bakeries at Elm Street, Cardiff, and Rumney. Their business has been growing and they need more space to house their expanding production. When the factory has been completely renovated and equipped with the most modern plant and machinery, the company will be able to offer continuing jobs to their workers in the two existing bakeries, which will then be closed down. The company hope that the new bakery will be in operation by May 1970.

Notes:

The factory, which comprises about 153,000 sq. ft., was erected in 1948 for the Board of Trade by the Welsh Industrial Estates Corporation.

Responsibility for matters affecting the Distribution of Industry, including the provision and allocation of factories, was transferred from the Board of Trade to the Ministry of Technology on October 23, 1969.

It was announced last year by Bristol Siddeley Engines Limited that their Cardiff factory was to be closed because of insufficiency of work. At the time of the announcement about 350 people, mainly men, were employed.

STC expands in Northern Ireland

A £750,000 scheme to expand the manufacture of Crossbar telephone exchange equipment in Northern Ireland has been announced by Standard Telephones and Cables Ltd. Mr. John Ayres, managing director, said that although firm details about the number of extra workers needed had not yet been worked out, the company's capital investment programme over the next two years would lead to many more jobs.

STC also hope to set up an engineering development section in Northern Ireland to work on equipment for new types of electronically controlled telephone exchanges. This would provide increased opportunities for the employment of highly qualified university graduates.

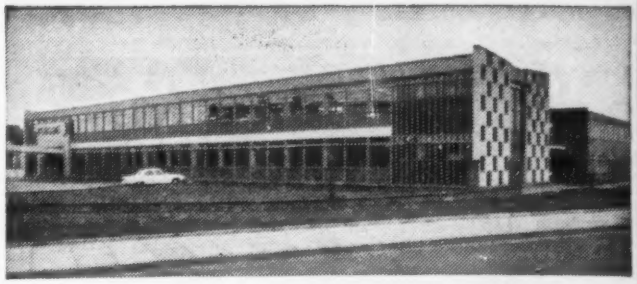
Since setting up in Northern Ireland in a pilot factory in 1962, STC has increased its employment sevenfold. Over 4,000 people are currently employed in some 700,000 sq. ft. of factory space at Monkstown, Larne and Enniskillen.

Export packing factory opened in Scotland

A 100,000 sq. ft. factory for the Scottish Division of the Export Packing Service Group was opened by Sir Hector McNeil, chairman of the export council for Europe, at the Hillington Industrial Estate, Glasgow, on November 14.

Opening the factory Sir Hector McNeil said that EPS were making a valuable contribution to the export effort of Britain. 'These are the days of specialization' said Sir Hector, 'and there is no doubt that export packing has become a highly developed speciality. It is surprising how much reduction can be made in the freight bill by the skilful saving of cubic capacity.'

Sir Hector said he was confident that the new Hillington works would make available to many more organizations in Scotland a service that could lessen their packing problems, reduce their freight bills and help shorten the delivery time of their equipment.



Exterior view of the Plessey Communication Group's new £½ million factory at South Shields. Lord Hall, chairman of the Post Office Corporation, opened the factory on November 18. The new factory covers nearly 100,000 sq. ft. and is expected to bring the company's work force at South Shields up to 2,000.

New Scottish factory will boost knitwear exports

KNITWEAR EXPORTS BY Bear Brand are expected to increase more than £100,000 per year when the new factory being built for John Skelton Ltd., part of the Bear Brand group, comes into full operation. The new factory is being built at Lesmahagow, Lanarkshire, by the Scottish Industrial Estates Corporation. It is expected to be ready to start production by November 1970.

The factory, which is near Skelton's existing factory, will employ about 260 people when in full production. As Skelton already employ 540 people at Lesmahagow, the total Scottish work force will then be 800.

Purchase tax on drugs and medicines

THE COMMISSIONERS of Customs and Excise have made a Direction under Section 17(3) of the Purchase Tax Act 1963 entitled the Purchase Tax (No. 3) Direction 1969 which temporarily exempts further essential drugs and medicines from tax. The effect of the Direction, which is operative from November 21, 1969, is to make the following additions to the entries contained in the Schedule to the Purchase Tax (No. 2) Order 1968.

The additions

To Head II of the Schedule

Clomipramine hydrochloride;
Clofazimine;
Clonidine hydrochloride;
Thiocarlide;

To Head III of the Schedule

Phenylephrine bitartrate;

The Treasury will in due course be asked to make an Order which will give permanent statutory effect to this Direction. Traders known to be concerned are being separately notified.

Marley-Redland merger reference

AS MARLEY LTD. and Redland Ltd. have announced that they have abandoned their proposal to merge, the Department of Employment and Productivity have given consent to the Monopolies Commission to lay aside the reference which was made to them on November 10.

PLANNING CONVERSION TO DECIMAL CURRENCY
—A guide for management
published by the allied accountancy bodies, price 15/- post free, obtainable from the Institute of Chartered Accountants in England and Wales.
City House, 56-66 Goswell Road, London, E.C.1. (Cheque/PO to be made payable to G.E.T.)

Aviation and Shipping

Merchant Shipping Bill

THE MERCHANT SHIPPING BILL was published on November 19.

Following the seamen's strike in 1966, a Court of Inquiry into certain matters concerning the shipping industry was set up under the Industrial Courts Act, 1919, with Lord Pearson as chairman. Its terms of reference included a review of the Merchant Shipping Acts relating to the terms and conditions of service of seamen.

In its final report (Cmnd. 3211) the Court of Inquiry made detailed recommendations for a new Merchant Shipping Act dealing with seamen. The present Bill amends the Merchant Shipping Acts in accordance with the Pearson Report, as was announced in the Queen's speech of October 1968.

The Bill was first introduced towards the end of the last session and is now being reintroduced with amendments. Clauses 2 to 18 deal with arrangements for the engagement and discharge of crews, the agreements governing their conditions of service and the arrangements for payment of their wages.

Clauses 19 to 25 make provision for matters of health and welfare, Clauses 26 to 37 deal with discipline at sea: this consists of a statutory code of offences and a disciplinary code for offences to be dealt with on board. Clauses 38-40 provide for limitation of damages for breach of contract, such as absence without leave.

Clause 41 deals with seamen's involvement in trade disputes.

Clauses 42 to 50 enable regulations to be made about manning and qualifications and the issue of certificates; 51 to 65 deal with inquiries into deaths, misconduct and casualties, with relief and repatriation of seamen left behind and with the disposal of the property of deceased seamen.

Other provisions concern births and deaths on ships, stowaways and uniforms, documentation, administration and provisions about applications and extensions.

Clause 89 indicates what provisions do not apply to fishermen and Schedule I contains certain provisions specially adapted for fishermen.

Public inquiry into collision between 'Rattray Head' and 'Tillerman'

THE PUBLIC FORMAL investigation into the circumstances of the collision between mv 'Rattray Head' and mv 'Tillerman' will open on January 5, 1970, at 10.30 a.m., at 4 St. James's Square, London, S.W.1.

These vessels were in collision in the North Sea, about 15 miles North-East of the River Tyne, on June 24, 1969.

Support ship for trawler fleet sails from Hull today

THE TRAWLER 'Orsino', the support ship for the fishing fleet off Iceland, leaves Hull today to take up her winter station. She will remain there until the end of April, giving weather advice and checking on the safety of trawlers fishing in the area.

Mr. Roy Mason, President of the Board of Trade, said:

'The presence of "Orsino" off Iceland this winter will undoubtedly contribute to the safety of the trawler fleet. I have always taken a personal interest in the fishing industry and I know what arduous and dangerous work our trawlermen perform. We may not always appreciate what they have to go through to provide the fish which appears on our tables. Everything that we can do for their safety must be done and I am therefore delighted that 'Orsino' is going up there with them. The excellent service she provided last winter helped to ensure that the dreadful trawler disasters of the previous year were not repeated.'

The 'Orsino', a stern trawler of 1,574 gross tons has been chartered by the Board of Trade from Northern Trawlers Ltd. of Hull. She has been adapted to operate radio equipment and has a dispensary, a surgery and a hospital. In addition to her normal complement she will have a weather advisory officer (the officer in charge of the operation), a meteorological officer, a medical officer, four radio officers and a sick berth attendant.

The weather advisory officer is Lt. Cdr. T. Russell-Walling, RN (Retd.) who will be relieved later by Cdr. C. P. Adams, RN (Rtd.).

Dr. R. W. Scott of Harrogate will act as medical officer for the first six weeks of the operation. He will then be relieved by Dr. I. K. S. Mackay of Lanark, who will serve for the next six weeks until relieved by Dr. T. Dinsdale of Manchester. Dr. Scott will go back to 'Orsino' for the last period of the operation. Dr. Scott and Dr. Dinsdale both served on 'Orsino' as medical officers last winter.

The meteorologist is Mr. David Smith of the Meteorological Office, Bracknell, who performed similar duties last year. Other officers from the Meteorological Office will take over at later dates.

Medical scales for coasters

SUPPLIES OF MORPHIA for the treatment of sick or injured seamen are included in the list of medicines and medical stores which ships engaged in the coasting trade are recommended to carry. Owners and masters of ships in this trade will be given a special authorization under the Dangerous Drugs (No. 2) Regulations 1964 to be in possession of a supply of morphine for the treatment of persons aboard the ship. Licences in respect of individual ships will not be required.

The new medical scales are issued by the Board of Trade in a Merchant Shipping Notice (No. M.571) for ships engaged on the coasting trade, including those trading to and from ports in the Republic of Ireland. The Notice can be obtained free of charge from any Board of Trade or H M Customs and Excise Mercantile Marine Office.

The special authorization issued by the Home Secretary stipulates that morphine can only be supplied if certified by the medical officer of health of the port health authority that it is necessary for the equipment of the ship, supplies must be kept locked up by the master of the ship and that any loss or theft of morphine must be reported to a constable.

The Board of Trade issued on January 1, 1969, in accordance with the provisions of the Merchant Shipping Act 1894, three new scales of medicine and medical stores to be carried on merchant ships but these do not apply to ships engaged in the coasting trade.

Certification of hovercraft

In reply to a question in Parliament on November 21 about the certification of hovercraft, Mr. Roy Mason, President of the Board of Trade, said:

'We consider that the interests of the industry and of the public would best be served by the delegation of functions relating to the design, construction and maintenance of hovercraft to an independent authority as soon as the state of the industry justifies it. We propose therefore to appoint, after consultation with the industry, a committee on which the Air Registration Board and Lloyd's Register of Shipping will be invited to serve and whose task will be to make recommendations regarding the constitution, terms of reference and financing of such an authority, and to pave the way for its establishment. In the meantime, we propose that the Air Registration Board should be appointed the interim certification authority and should be given the appropriate functions by Order in Council under the Hovercraft Act 1968.'

Investigation of accident to Nigerian Airways VC10

THE CHIEF INSPECTOR of Accidents of the Board of Trade has sent a team of experts to Nigeria to assist the Nigerian authorities in their investigation into the accident to Nigerian Airways VC10 near Ikeja Airport, Lagos, Nigeria on November 20.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry.

WEDNESDAY, NOVEMBER 12

Tourism Act and hotel building grants

Lord Brown, Minister of State, Board of Trade, was asked how many grants had been paid to date for the building of new hotels or the extension of existing hotels respectively under the provisions of the Development of Tourism Act 1969, and what were the amounts so paid.

Lord Brown said he understood that the English, Scottish and Wales Tourist Boards were already actively engaged in dealing with applications under the provisions of the Development of Tourism Act. They were required by the Act to make a report on their activities every year, and the report would be laid before this House. Any other progress reports would be at the discretion of the Boards. The Act had given the Boards clear terms of reference as to when they were to report; it would be wrong to institute a precedent for pressing them to report more often.

THURSDAY, NOVEMBER 13

Industrial development

Answering a question on the cost of the Board of Trade factories built in Caernarvonshire and Merioneth since 1964; and how many men they employed Mr. Eric Varley, Minister of State, Ministry of Technology, replied: £1·3 million. At the latest count, employment in these factories totalled 920, of whom 580 were men.'

Answering further inquiries, Mr. Varley said the total expenditure on factories, excluding land, built in Wales by the Board of Trade in the period April 1, 1964 to September 30, 1969 was £12.8 millon and that information on the sums paid in grants to the slate industry in Wales since 1960 was not available for payments of assistance under the Local Employment Acts and could not be provided for payments of investment grants without disappropriate effort.

FRIDAY, NOVEMBER 14

Exports to Commonwealth countries

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, was asked what proportion of United Kingdom exports so far this year had gone to Commonwealth countries. she replied 22 per cent (provisional) in the first 10 months.

Imports of chipwood

'Chipwood is not separately distinguished in the trade statistics,' said Mrs. Dunwoody to a Member who asked what was the total quantity of chipwood, as distinct from pulpwood for paper-making, imported during the first six months of this year and its value cost, insurance and freight.

Misdescription of motor vehicle parts

Mrs. Dunwoody was asked to tabulate those faulty parts of motor vehicles which led to the 111 convictions under section 1 of the Trade Descriptions Act, in view of the high proportion of convictions relating to the motor car in the year's total convictions. She answered that these convictions under Section 1 of the Trade Descriptions Act were based on a misdescription of the vehicles or parts, particularly as regards the mileage covered, age or previous ownership, in the fitting of new or reconditioned units.

Such convictions did not in general imply that the goods are faulty.

MONDAY, NOVEMBER 17

Assistance to Scottish firms

A Member asked what assistance would be given to Scottish firms in connection with the British trade drive in Finland and the three British shopping weeks in Sweden during 1970; and what proportion this figure represented of the total assistance to be given. Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said 'the Board will, as usual, give all the help it can to British firms taking part in the trade drive in Finland and the shopping weeks in Sweden. But I cannot break this help down as between the many firms taking part, including of course Scottish firms'.

Responsibility for regional economic matters

Asked what changes he was making in the organization within the Board of Trade for dealing with regional economic matters following the transfer of responsibility for industrial development certificates to the Ministry of Technology, Mr. Roy Mason, President of the Board of Trade, replied 'The main economic work now falling to the Board of Trade in the regions is export promotion. The organization of this work has recently been reviewed within the Department, and I shall announce improved arrangements for handling it as soon as possible'.

European scientific technological co-operation

Mr. Anthony Wedgwood Benn, Minister of Technology, was asked about Government policy with regard to Recommendation No. 573 on European scientific and technological co-operation, which was adopted by the Consultative Assembly of the Council of Europe on October 3, 1969; and whether they would instruct their Permanent Representatives in the Committee of Ministers of the Council of Europe to vote in favour of the proposals contained in paragraph 8 of this recommendation. Mr. Benn replied: 'Her Majesty's Government attach great importance to European scientific and technological co-operation and this recommendation will be carefully considered when it is referred to us.'

United Kingdom trade

In reply to a number of questions about the October trade figures, Mrs. Gwyneth Dunwoody said that extensive information on trade in October was presented in the press release issued on November 13. The export of components purchased by the United Kingdom Government for incorporation in United States military aircraft was £1 million in October.

TUESDAY, NOVEMBER 18

The Hovercraft industry

The debate on the Hovercraft industry is reported in *Hansard* (House of Lords) (cols. 891 to 910).

WEDNESDAY, NOVEMBER 19

Debate on Duncan report

During the House of Lords debate on the Duncan Report – the report of the Review Committee on Overseas Representation – Lord Shackleton, Lord Privy Seal, referred to the reorganizing and strengthening of the export side of the Board of Trade's work in the light of recent changes in the machinery of Government. (Debate reported in House of Lords *Hansard*, cols. 917-1055.)

Exhibition of Weights and Measures

A Member asked if arrangements could be made for an exhibition in connection with the 75th anniversary of the Institute of Weights and Measures Administration to be displayed in the House. Mrs. Dunwoody answered: 'Yes. arrangements have been made for the exhibition to be held in the Upper Waiting Hall from Monday, December 1 until Friday, December 5. We hope it will be seen by as many Members of both Houses as possible.

The Companies Act 1967

Answering a suggestion that legislative extension should be sought of the obligation imposed on company management by Section 19 of the Companies Act 1967, so as to require disclosure in directors' reports of political donations made by Northern Ireland registered companies which are subsidiaries of companies registered in Great Britain, Mrs. Dunwoody said Section 19, which required a holding company to disclose the political contributions made by itself and its subsidiaries taken as a whole, already required account to be taken of contributions made by a subsidiary registered in Northern Ireland.

A further suggestion was made that legislative extension should be sought of the obligations imposed on company management under Section 18 of the Companies Act 1967, so as to require separate disclosure, in directors' reports, of the average number of persons employed in Northern Ireland registered subsidiary companies, and the aggregate remuneration paid to such employees, Mrs. Dunwoody replied: 'No, Sir. I think that it is sufficient to require a holding company to state the average number of persons employed by the group as a whole and the aggregate of their remuneration.'

Industrial development

The Minister of Technology was asked to give the number of applications for industrial development certificates received for developments of between 5,000 square feet and 10,000 square feet in the latest convenient years. Mr. Eric Varley replied that statistics analyzed by size were available only for completed projects in manufacturing industry for which industrial development certificates were issued earlier. Of those known to have been completed in 1966 and 1967, 756 and 762 respectively were between 5,000 and 10,000 square feet.

Mr. Varley also answered questions on the scale of employment likely to be created by the establishment of three new petrochemical plants in Scotland. He said any project which obtained the necessary planning permission would be eligible for appropriate assistance under the Industrial Development Act and, depending on the likely employment, could also be considered for assistance under the Local Employment Acts.

Investment grants

Mr. Varley was asked to what extent he entered into binding commitments with individual companies to pay investment grants on assets prior to the purchase of those assets;

and at what stage such commitments became binding on him. He replied that the Government had advised industry generally in a guidance booklet, and particular firms on request, of the types of capital expenditure which may qualify for investment grants. Applications for grant however, unlike those under the Local Employment Acts, could only be made after capital expenditure had been incurred and he did not enter into contractual agreements with individual firms as is done under these Acts.

Asked to set out for each year since 1966 the amount paid out in investment grants and committed for future years, in respect of ships ordered abroad, by United Kingdom, and by foreign shipowners, respectively, Mr. Varley said investment grants were not made to foreign shipowners. He assumed that in referring to them, the Member had in mind British shipping companies controlled by non-resident interests. A table was published in *Hansard* summarizing the facts.

Industrial investment figures

Answering a request for figures for industrial investment in the private and public sector, respectively, for each of the last 10 years, respectively, up to the nearest convenient date, together with the value of investmen allowances or grants. Mr. Varley gave the information in the adjoining column:

Year ended	Gross fixed Capital Formation		Financial Year	Investment Allowances (total both sectors)	Investment Allowances
	Private sector less dwellings £ million	Public sector less dwellings £ million		£ million (†)	£ million (‡)
June 30, 1960	1,840	1,371	1959/60	42	
June 30, 1961	2,118	1,479	1960/61	114	
June 30, 1962	2,281	1,505	1961/62	172	
June 30, 1963	2,204	1,202	1962/63	222	
June 30, 1964	2,362	1,473	1963/64	209	
June 30, 1965	2,723	1,620	1964/65	275	
June 30, 1966	2,863	2,322	1965/66	357	
June 30, 1967	2,946	2,700	1966/67	255	
June 30, 1968	2,910	3,009	1967/68	85	315
June 30, 1969	3,366	2,898	1968/69	14	475 (provisional)

(†) Figures relate to tax relieved by the allowances on expenditure incurred in accounts ended in the previous financial year; the public sector did not benefit from these allowances.
(‡) Included in the figures of grants in this column are £2 million and £27 million (provisional) paid to the public sector in 1967/68 and 1968/69, respectively.

THURSDAY, NOVEMBER 20

Dollar value of British exports

Mrs. Dunwood said that information showing the dollar value of British exports for the first six months of 1969 compared with the same period in 1964, beside the increase in world exports and in the exports of the United States, Japan, Australia, Canada, and members of the Common Market and European Free Trade Association shown separately, would be published in *Hansard*.

Import duty on cold steel

Replying to a Member who asked what representations had been received to extend the suspension of import duty on cold reduced steel sheet until July 2, 1970, Mrs. Dunwoody said: 'Our immediate concern is with a request for an extension until April 2, 1970. Having consulted all interested parties, we intend to recommend continued suspension of the import duty until that date.'

Parliamentary answers on aviation and shipping

FRIDAY, NOVEMBER 14

United Kingdom register of aircraft

Mr. Goronwy Roberts, Minister of State, Board of Trade, was asked how many aircraft of all types up to 12,500 lb. maximum all-up weight were brought onto the United Kingdom Register from 1965 to the latest convenient date in 1969; and if he would list them according to type and name. Mr. Roberts answered: '1,843 aircraft from January 1, 1965 to September 1969; the numbers of aircraft up to 6,000 lb. and from 6,001 to 12,500 lb. weight in each year are given below. To list the aircraft by type and name is not practicable in the time available; to do so would involve a considerable additional staff effort:

Aircraft of all types brought on to the United Kingdom Register from January 1, 1965 to September 30, 1969

Aircraft maximum total weight	1965	1966	1967	1968	January to September 1969	Totals
Up to 6,000 lbs.	241	290	409	434	299	1,673
From 6,001 to 12,500 lbs.	19	35	28	38	50	170
Total.	260	325	437	472	349	1,843

TUESDAY, NOVEMBER 18

Dalcross Airport

Asked whether he was aware that the length of warning given to the public about the recent closure of Dalcross Airport, Inverness, was six days; and what was the normal warning time given to the public before airports under his jurisdiction are closed for wear and tear repairs. Mr. Roberts replied: 'We endeavour to give the maximum practicable period of notice of aerodrome closure when this is necessitated by normal runway maintenance. The work being undertaken at Dalcross from November 17 does not, however, fall into that category and has become urgent. Short notice was given because we were advised that the low level of activity at Lossiemouth would make it easier to accept civil operations there during the second half of November.'

Near-collision of aircraft

In reply to a request for a statement about the near collision between an El Al and a British Overseas Airways Corporation aircraft over Epsom, Surrey, on November 11, Mr. Roberts said: 'At 1515 BST on Tuesday, November 11, a BOAC VC10 aircraft, G-ASGD en route to Heathrow Airport from Teheran, via Zurich had an air-miss with an El Al Boeing 720 aircraft 4XABB leaving for Tel Aviv via Munich. The incident took place three or four miles north of the radio beacon near Stoke d'Abernon which marks the Epsom holding area for aircraft approaching Heathrow from the south.

'Air Traffic Control had cleared the VC10 to leave the holding area at FL70 on a north-easterly course and the Boeing to cross the beacon marking the holding area at FL60, thus providing the standard thousand feet separation. The aircraft were flying in Instrument Meteorological Conditions at the time in turbulent air and in cloud of varying intensity. The pilots saw each other in close proximity and took avoiding action. The steward and two passengers in the Boeing received minor injuries. No one in the VC10 was hurt.

'On being notified of the incident, the Chief Inspector of Accidents immediately started his inquiries and instituted an Inspector's investigation. The flight data records and R/T transcripts have been called in for examination and the crews and other persons concerned are being interviewed. The Chief Inspector's report will be published in due course.'

London-Paris air shuttle service

Asked what proposals had been submitted by British European Airways about introducing a shuttle service between London and Paris along similar lines to that operating between Boston, New York and Washington District of Columbia, in the United States, Mr. Roberts replied: 'No such proposals had been received. They would be a matter for airline commercial management in the first place.'

Invisible earnings of shipping industry

Mr. Roberts was asked for the latest information regarding the invisible earnings of the shipping industry. He said: 'From January to September 1969, the net overseas earnings of United Kingdom shipping were estimated to have been about £157 million compared with £262 million in the whole of 1968. The lower rate of earnings this year had mainly been due to lower freight rates for tanker cargoes.'

(Continued at foot of next page)

Government surplus sales by auction

MINISTRY OF DEFENCE

1969	Stores	Location	Auctioneers
December 2-3	Miscellaneous and technical stores	Ordnance Storage and Disposal Depot, Branston, Burton-on-Trent, Staffs.	Arnold & Son (Dept. L), 'Modwena House,' 13 Market Place, Burton-on-Trent, Staffs. (Tel. 4657.)

Earth moving and crane equipment and spares; Perkins 3-, 4- and 6-cylinder diesel engines; trailer-mounted circular saws; workshop trailers; aircraft components and ground equipment including aircraft crash tenders; delivery hoses; trolley-mounted high pressure steam cleaners; signal generators; power control units; water tanks and galvanized steel water pipes; crane conversion sets; centre, turret and capstan lathes; horizontal and vertical millers; woodworking machines; shaping, slotting and shearing machines; pillar, bench and portable electric drills; coil winding, engraving and sewing machines; power hacksaws; electric welding and heat treatment plant; furnaces; presses; compressors; footwear machinery; surface, cylindrical and tool grinding machines, etc.; small tools; miscellaneous vehicle, electrical and wireless equipment and spares; radio receivers; electronic valves; photographic equipment; bromide paper; wrist watches; clothing and textiles comprising large quantities of coloured cloth (including Tartan); canvas; vests and drawers; household furniture; kitchen equipment and a large assortment of miscellaneous general stores.

December 9	Miscellaneous stores	No. 2 Building (adjacent to Indoor Bowling Green), Riverside, Chatham, Kent.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. 01-709 0101.)

Caterpillar D.8 diesel crawler tractor; diesel-driven 6-ton road roller; trailer-mounted bitumen distributor; air compressors; chain lifting blocks; electric hoists; band sawing machine; arc welders; portable welding transformers; motorized planing and thicknessing machine; lifting jacks; MT spares; VIR and PVC cable; electrical and electronic equipments; hand tools; wrist and pocket watches; binoculars; cameras; photographic equipment; greatcoats; battledress; blouses and trousers; overalls; boots and shoes; white and coloured blankets; webbing equipment; ground sheets; mixed rags; carpets; rugs and mats; tables; chairs; wardrobes; chests of drawers; bureaux; and numerous other items of surplus stores.

1970 January 6-9	Road making equipment, commercial and private vehicles.	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.)

Road making equipment including mobile cranes; tippers; tractors; dumpers; crawlers; angledozers; excavators; drop side and low loading trucks; heavy duty breakdown trucks; commercial vans; coaches; trailers; fork lift trucks; various makes of saloon and estate cars; motor cycles.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sales, price 1s. 0d. (postal order only).

MINISTRY OF PUBLIC BUILDING AND WORKS

1969	Description of Goods	Location	Auctioneers
December 2	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

AVIATION AND SHIPPING, *continued*

WEDNESDAY, NOVEMBER 19

Wages of airport employees

Mr. Roberts was asked to introduce legislation to end the existing system of fragmented negotiations on the wages of airport employees and replace it by a single body covering all British airports. He replied 'No.' The National Board for Prices and Incomes had in Report No. 128 recently recommended the establishment of common negotiating machinery to cover all airport ground staff employed in the public sector. Urgent discussions were taking place with all the interested parties, and any further action that might prove necessary would be considered in the light of those discussions.

BEA compensation

A Member asked what amount of compensation would be paid to British European Airways to allow the Corporation to operate BAC 111 series 500 and Trident 3B aircraft. Mr. Roberts said £25 million of BEA's borrowings had been converted into a special account from which sums would be credited to the Corporation's revenue accounts over the four years to 1971/72. There was also provision, subject to the approval of the House, similarly to convert borrowings of up to £12½ million on April 1, 1972 to support BEA's revenue accounts over the ensuing three years.

THURSDAY, NOVEMBER 20

North Atlantic air route

Mr. Roy Mason, President of the Board of Trade, was asked what consultations he had held with the British Overseas Airways Corporation about their recent market performance on the North Atlantic air route. He replied: 'My Department and I are in continuing close touch with BOAC about opportunities on the North Atlantic, and other routes, with a view to ensuring the optimum scope for their successful exploitation.'

Mid-air collisions or near collisions

Mr. Roberts was asked to give figures for reported mid-air collisions or near collisions over United Kingdom air space and involving British commercial aircraft in the years 1960 to 1968. He said: 'There were no mid-air collisions in the United Kingdom involving public transport aircraft in 1960-1968.

'Pilots are encouraged to report all incidents where they consider a risk of collision exists. All these reports are immediately investigated by the National Air Traffic Control Service with the other authorities concerned and any necessary remedial action is taken. These reports are additionally analyzed by an Air Miss Working Group comprising civil airspace users and including, of course, representatives of the pilots' organizations. This group seeks to determine causes and recommends remedies. Incidents are classified according to type of airspace and to degree of risk and not according to category of aircraft, so the figures for which my hon. Friend is asking are not readily available. I am having the information extracted.'

Night jet flights at Gatwick

In reply to a Member who asked whether, following his undertaking to consider limitations of night jet flights at Gatwick for 1971 and beyond, he would initiate special studies on the methods of control to be adopted there, in view of the fact that the bulk of Gatwick traffic is unscheduled, Mr. Roberts said: 'Yes, early next year.'

Answering a further question, on the numbers of night jet flights at Gatwick in the period April 1 to October 31, 1969; and his estimate for night jet flights for the same period in 1970, Mr. Roberts said: '4,509. Useful estimates for 1970 cannot yet be made.'

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified:

Number	Grantee	Subject-Matter
	October 28, 1969	
1,039,478	William Patrick Dunphy	Hydraulic remote control apparatus
	October 30, 1969	
988,128	Glaverbel	Method and plant for drawing a glass strip
992,493	Ishikawajima-Harima Jukogyo Kabushiki Kaisha	Low-manganese ductile steel
1,022,523	S.A.T.U.J.O.	Shuttering for casting concrete
1,029,908	Compagnie Generale d'Electricite	Improvements in apparatus comprising a cylindrical enclosure divided into two by a movable partition
1,035,943	Brown-Boveri & Company Limited	Electrically operable protective device
1,038,285	Chemische Werke Witten Gesellschaft mit beschrankter Haftung	Diallyl esters
1,038,411	Regie Nationale des Usines Renault	Improvements in window-regulators of vehicles
1,047,051	Regie Nationale des Usunes Renault	Improvements relating to centrifugal fans, suitable for air-conditioning systems of automobile vehicles
1,064,527	Polyprodukte Aktiengesellschaft	Improvements in devices for fitting and removing vehicle wheel tyres
1,064,943	Coal Industry (Patents) Limited	Method and apparatus for measuring bulk density of material
1,072,729	Glaverbel S.A.	Glass-melting tank furnaces
1,124,483	Glaverbel S.A.	Improvements relating to the refining of molten glass
1,129,100	Andre Affolter	Pyrophoric lighters
1,132,070	Glaverbel S.A.	Windows
1,151,124	Lumalampan Aktiebolag	Improvements in hair dryers
	November 3, 1969	
1,003,547	Standard Telephones & Cables Ltd.	Electrical signal detectors
1,046,680	Standard Telephones & Cables Ltd.	Television receiver channel selectors
1,121,549	Papeteries Rene Sibille	Package for packing elongated objects such as supports provided with textile threads
	November, 4 1969	
1,010,003	Philip Sidney Baldwin	Sealing means for pistons slidably mounted in cylinders of hydraulic mechanisms
1, 34,580	Commissariat a L Energie Atomique Pechiney Compagnie de Produits Chimiques et Electrometallurgiques	Bonding compound for integrally joining carbonaceous products to each other or to metals
1,037,587	Commissariat a l'Energie Atomique	Radioactive residue incineration plant
	November 7, 1969	
1,024,261	Regie Nationale des Usines Renault	Control devices with coaxial throttle and pressure reducer for hydraulic braking systems of vehicles
1,027,662	Chisso Corporation	Production of crystals
1,041,281	Worthington Corporation	Supply of fresh unpolluted water by means of pasteurization and sterilization of sewage effluent
1,042,766	NV Machinenfabriek 'Verwachting'	A packaging machine including a mechanism for assisting the wrapping up of a hexahedral article
1,042,835	Orsymonde	2, 4, 6-trihydroxy-benzoic acid and its derivatives
1,062,252	Mar-Pha Societe d'Etude et d'Exploitation de Marques	New substituted phenols process for their preparation and pharmaceutical composition containing them
1,095,444	Robert Henry Williamson	Tools for rotating, screws, nuts and similar articles
1,098,502	Regie Nationale des Usines Renault	Improvements in shock absorbers for vehicle suspensions
1,144,512	Pearson Panke Limited and Brian Gordon Fincher	Safety devices
1,150,035	Marcel Soschung	Snowfall indicators

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licence under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

The Patents Office

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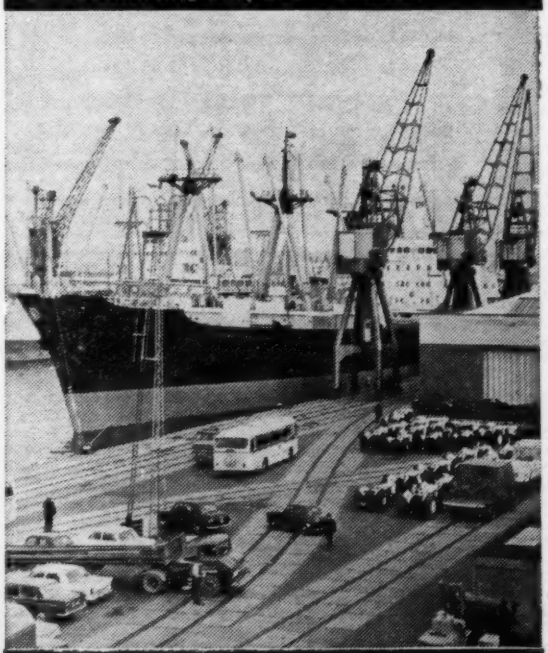

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New Books

Census 1966: United Kingdom General and Parliamentary Constituency Tables. (277 pages. Available from HMSO at £3 5s.; by post £3 9s. 6d.) Sample censuses were conducted in Great Britain on April 24, 1966 by the General Register Office, London and the General Register Office, Edinburgh; and a complete census of Northern Ireland was taken by the General Register Office, Belfast on October 9 of that year. This joint publication of the three offices is the only volume to contain figures for the whole of the United Kingdom. The range of topics for which United Kingdom figures can be derived from these censuses is limited to those topics common to them; and some tables are given in which the figures for Northern Ireland are not strictly comparable with those for Great Britain on the same topic. All such differences are fully noted. The first part of the volume contains eight United Kingdom general tables containing analyses of the population by age, sex, marital condition, industry, means of transport to work, figures about migration one year and five years before the censuses, and information on the constitution of households and on dwellings. Figures are given for the United Kingdom as a whole, Great Britain, Northern Ireland, Scotland, and England and Wales. In the second part of the volume there are 14 tables giving a similar range of information for each parliamentary constituency, as constituted at the times of the censuses, which returns members to the United Kingdom House of Commons. Again, some analyses are available for Great Britain only, and the tables showing these do not, therefore, give figures for the constituencies in Northern Ireland.

Economic Growth in Twentieth-Century Britain, edited by Derek H. Aldcroft and Peter Fearon. (262 pages. Macmillan. £2 10s.) A considerable amount of literature has appeared in recent years on the growth and development of the British economy since 1900. Much of this material is scattered about in periodicals. *Economic Growth in Twentieth-Century Britain* contains a selection of some of the most recent articles on the subject. The central theme of this book is the aggregate growth of the British economy in the twentieth century and the essays contained in this publication discuss various aspects of the subject and examine the different ways in which the statistical data might be interpreted. They include the presentation of new statistical data on national income and industrial production, an anlysis of Britain's growth performance in historical perspective, a debate on inter-war growth, a comparative assessment of Britain's growth record, an examination of the development and impact of the service sectors and an analysis of some of the main economic problems of the last two decades including such issues as the management of the economy, the question of instability and the role of the balance of payments. International comparisons are also made in a number of cases. A critical bibliographical guide is included to provide the reader with background material in order to enable him to pursue some of the issues in greater depth.

Nottinghamshire and Derbyshire Sub-Regional Study. (189 pages. Notts./Derbys. Sub-Regional Planning Unit, Cressy Road, Alfreton, Derbyshire DE5 7BR. 25s.) Some time ago Nottinghamshire County Council, Derbyshire County Council, Nottingham City Council, and Derby County Borough Council, set up a specialist planning team to carry out a sub-regional study of Nottinghamshire and Derbyshire. The report on the study has now been published. It examines the needs and the potential for development in the area, defines proposals for the location of the major land uses, including population, industry and employment, shopping and recreation, and finally, considers the relationships between these components and transport.

Productivity in Transport, by B. M. Deakin and T. Seward. (248 pages. Cambridge University Press. Clothbound edition £2 5s.; paperback 25s.) This study of productivity in seven sectors of public transport and communications in the United Kingdom in the period 1952-1965 developed from a research project on productivity in service industries undertaken at the Cambridge University Department of Applied Economics. It is published as number 17 in the series of *Occasional Papers* produced by that department. The study's general aim is to measure employment, capital, output, labour productivity and technical change; to interpret the results of measurement by fitting a production function to the data; to seek more fundamental explanations and to test certain hypotheses which are here set up as a guide to the explanatory analysis. The scope of the work is limited by the available data, and only those sectors for which adequate and usable measures of output, factor inputs and productivity exist are included in the analysis. Sea transport, other than fishing vessels, and air transport, other than flying schools, and flying and glider clubs, are included. Productivity movements are shown in terms of the conventional measures of output per man and per manhour and as output per unit of combined labour and capital input. The study examines such questions as: What has been the productivity performance of the public transport industry, taking account of changes in the labour and capital resources employed? How important are changes in capital per man in explaining changes in output per man? What part do organizational factors and applied technical knowledge play in explaining productivity movements? What is the relationship between productivity increases and price movements? Numerous statistical tables are included, many of which present the data for each sector separately, thus facilitating comparisons, and the use of the publication by those with a particular interest in one form of transport. Another recent publication of interest to transport managers and executives is **Transport Finance and Accounting,** by G. A. Lee (254 pages. Pitman. £2) This is the second edition of a work first published in 1965, which although conceived primarily as a textbook for students preparing for the Institute of Transport examinations, should also be found generally useful as a guide to practical accounting techniques as they apply to the transport industry. Compared with the first edition, textual alterations have been made in consequence of changes in legislation, a thorough revision of the text as a whole has been undertaken, a short bibliography has been added, and the appendix of specimen examination questions has been brought up to date.

The Optimum Quantity of Money, by Milton Friedman. (296 pages. Macmillan. £4 10s.) The main aim of the author who is a well-known American economist and monetary theorist, is to present a single coherent view of the role of money. Except for the title essay, which is published here for the first time, the essays in this book have previously been published. *The Optimum Quantity of Money* is aimed at both teachers and graduate students in the field.

What To Do With a Family Company Now, by A. M. Jepson. Second edition. (63 pages. Butterworths. 12s.) The first edition was published in 1968, and was reviewed in the *Board of Trade Journal*, October 25, 1968, page 1109. It sought to examine and analyze seriatim the problems confronting the family trading company and to point to the possible solutions as each aspect was discussed. This broad outline has been followed in the new edition but the emphasis has now changed. The Finance Act 1969 has not only alleviated the problems confronting the close company, but has also continued the attack against tax avoidance. This book therefore comprises not only an outline of the tax law now applicable, but an examination of its implications, so that the problems, their solutions and alternatives can be seen in perspective. It is written for the director and shareholder of the family company as well as the professional adviser.

Managing Metrication, by Gloria Gillott and Peter Loftus. (29 pages. Management Quality Systems Ltd., 22 King Street, Gravesend, Kent. 20s.) The metric system of measurement which is to be adopted in Britain is based on the new Système International d'Unités, (SI) which was recommended for adoption at the 1960 General Conference on Weights and Measures. This booklet has been written as an introduction to SI units and it is aimed at the man in the street as well as the technologist. *Managing Metrication* starts with a brief historical survey. However the main part of the booklet is made up of tables giving equivalents covering both household and technological requirements. A separate short section covers some specific trades like paper, printing and pharmacy where the introduction of metric units will make a considerable impact. There is a useful index and reference is made in the text to the appropriate British Standards publications. **Metric, Metric Conversion Tables,** derived by G. Wyn Roberts. (34 pages. Charles Knight & Co. Ltd., 11-12 Bury Street, St. Mary Axe, London EC3. 10s.) attempts to be something more than a reference book of the individual units of the new system. It contains tables which provide a general practical aid for the easy conversion of British Imperial units of measurement to metric units. Any conversion required beyond the scope of the printed tables are easily obtained by using the author's conversion system which is described in the initial section of the booklet. This system involves simply the addition of readings obtained from the tables, thus obviating multiplication by unwieldly conversion factors. The examples of how this is done are clearly set out and a brief index relates the British terms to the appropriate table and also to the equivalent metric term.

Other Publications

INDUSTRY AND WORKER PARTICIPATION, by Reay Geddes. 9 pages. Industrial Educational and Research Foundation, Room 18-11, Portland House, Stag Place, London SW1. 5s.

LIFE ASSURANCE IN THE UNITED KINGDOM 1964-68. 31 pages. Published by the Life Offices' Association, Associated Scottish Life Offices Industrial Life Offices Association. Available free from the Life Offices' Association, 60 Cheapside, London EC4.

THE USE OF COMPUTERS. Economic Development Committee for the Hotel and Catering Industry. 11 pages. Available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London SW1.

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DEF-1429-A	Adhesive, Shellac, Lead Free, 50 per cent Adhesive, Shellac, Lead Free, 60 per cent	1 6
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DEF-51-A Amdt. No. 1	Paper, Rocket	3
DEF-71 Amdt. No. 1	Adhesive, Non-Corrosive and Waterproof	4
DEF-77 Amdt. No. 3	Valve Fittings for Compressed Gas Cylinders for Ground Use	3
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DEF-85 Amdt. No. 1	Pentachlorophenol Solution for Timber	4
DEF-86-A Amdt. No. 1	Paper, Pure, Unbleached, Rolled	3
DEF-89 Amdt. No. 1	Paper, writing	3
DEF-90-A Amdt. No. 1	Paper, Cartridge	3
DEF-91-A Amdt. No. 1	Paper, Asbestos	3
DEF-92-A Amdt. No. 1	Millboard, Asbestos	3
DEF-99-A Amdt. No. 1	Paper, Kraft, Polythene Coated (Heat Sealable)	3
DEF-100 Amdt. No. 1	Paper, Tissue, Lens Cleaning	3
DEF-107-A Amdt. No. 1	Torch, Hand, Electric, General Purpose and Adaptor, Light Filter	3
DEF-127-A Amdt. No. 1	Boards for Discs or Wads	3
DEF-128 Amdt. No. 1	Paper, Filter	3
DEF-130 Amdt. No. 1	Chromate Passivation of Cadmium and Zinc Surfaces	9
DEF-134 Amdt. No. 1	Card, Paraffin-Waxes (for use at Proof and Experimental Establishments)	3
DEF-135 Amdt. No. 1	Paper, Draft, Dry Paraffin-Waxed	3
DEF-137 Amdt. No. 2	Paper, Laminated (Kraft-Polythene-Kraft)	3
DEF-156 Amdt. No. 1	Adhesive, Emulsion, Polyvinyl, Acetate Types 'A' and 'B'	3
DEF-167 Amdt. No. 1	Weedkiller, Non-Selective, Chromate Free	4
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DEF-1029-B Amdt. No. 1	Cloth, Satin Drill, Cotton	4
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(*Continued on next page*)

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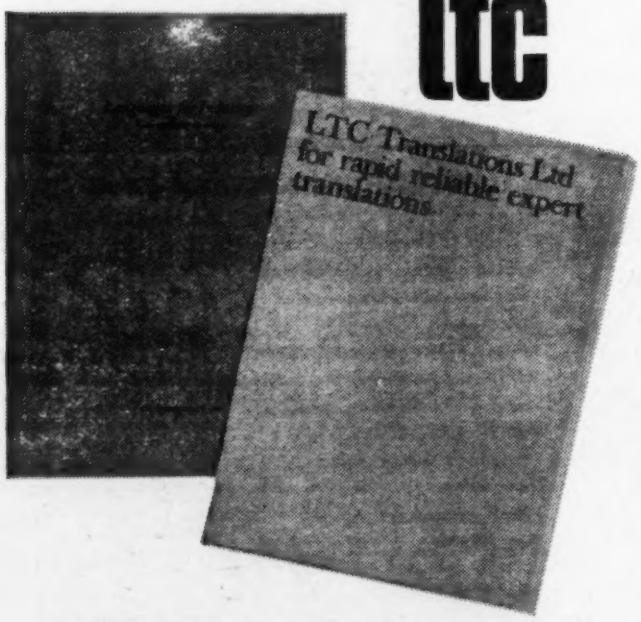

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DEF-1234 Amdt. No. 18	General Requirements for Packaging Supplies for the Services	1 3
Amdt. No. 19		1 6
Amdt. No. 20		1 9
Amdt. No. 21		9
DEF-1236-A Amdt. No. 1	Foil, Metal, Laminated Sheet (Heat Sealable)	8
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DEF-1241 Amdt. No. 1	Paper, Kraft, Waterproof, Rotproof	8
DEF-1242 Amdt. No. 1	Paper, Wrapping, Waxed	8 4
DEF-1243-A Amdt. No. 1	Paper, Wrapping, Kraft	3
DEF-1247 Amdt. No. 2	Paper, Kraft, Creped, High Wet-Strength	8
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Amdt. No. 4		4

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise.

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable Income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
	26,826		21,757	20,125	20,125	11,372	4,916	1,055	1,020	944	1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	45
1966	110	113	122	120	107	100	124	128	113	128	125	241	147	19	6
1967	112	114	126	126	110	101	133	124	121	138	143	169	–39	10	11
1968	115	120	135	134	112	104	138	128	134	146	143	160	–47	75	95
1967															
3rd quarter	112	114	129	127	111	102	134	122	120	142	146	–33	–25	–10	–21
4th quarter	112	116	129	129	112	104	132	120	118	139	147	76	–30	22	2
1968															
1st quarter	115	118	133	134	114	105	137	120	130	146	147	–74	–100	5	49
2nd quarter	113	119	133	131	109	102	135	120	125	149	144	61	24	22	1
3rd quarter	115	120	135	135	112	103	137	128	133	145	139	40	7	10	5
4th quarter	118	122	138	138	113	104	144	144	146	144	141	133	23	38	40
1969															
1st quarter	115	122	141	138	111	102	131	121	128	137	136	117	120	–11	13
2nd quarter	114	123	140	141	112	104	131	134	135	128	129	22	7	–11	– 3
3rd quarter		124 p				103									– 1
1969															
April		123				104									
May		123				103									
June		124				104									
July		124 p				102									
August		124 p				105									
September		124 p				103									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1963 prices	at 1958 prices	Index†	% Increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963	1963	series in £ million
											4,983	4,211	
1964	119	124	107·0	3·3	103·9	101·9	148·6	361	221	24,567	114	105	–381
1965	123	121	112·1	4·8	106·8	104·6	157·9	309	265	24,784	115	112	– 50
1966	118	105	116·5	3·9	110·2	107·3	168·5	325	254	24,834	119	120	64
1967	108	114	119·4	3·5	108·4	108·2	175·3	515	175	24,475	129	119	–283
1968	108	129	125·0	4·7	120·5	112·4	187·3	543	189	24,319	159	147	–265
1967													
3rd quarter	112	105	119·0	1·7	107·1	108·4	177·3	555	163	24,502	125	120	18
4th quarter	108	114	120·4	2·1	114·5	109·2	179·7	538	182	24,395	137	109	–255
1968													
1st quarter	107	117	122·1	3·0	122·9	111·4	184·8	511	184	24,362	156	142	– 91
2nd quarter	104	125	125·0	4·5	119·5	112·5	185·8	550	180	24,313	155	139	–101
3rd quarter	104	129	125·7	5·6	119·3	112·8	187·7	580	182	24,293	161	151	– 7
4th quarter	107	129	127·2	5·6	120·4	113·1	191·0	533	210	24,309	163	155	– 66
1969													
1st quarter	111	134	129·7	6·2	122·3	114·1	194·6	499	206	24,324	162	154	18
2nd quarter	119	131 p	131·8	5·4	124·2	115·1	195·4	527	195		168	162	75
3rd quarter	115 p	131 p	132·0	5·0	126·1 p	116·5 p	197·3	581	192		167	173	
1969													
May	119	131 p	131·5	5·3	123·9	115·1	195·4	518	196		166	162	
June	119	131 p	132·1	5·3	124·9	115·4	195·7	543	191		173	170	
July	116 p	132 p	132·1	5·3	124·8	116·0	196·6	577	186		170	163	
August	114 p	132 p	131·8	4·9	127·0	116·4	197·1	585	192		165	180	
September	115 p	131 p	132·2	5·1	126·4 p	117·0 p	198·2	580	199		166	176	
October			133·2	5·4	126·6 p	117·1 p	198·4	555	202		169 p	175 p	
November								536 p	205 p				

†Not seasonally adjusted.

Index of industrial production for September

THE PROVISIONAL index of production for September 1969, prepared by the Central Statistical Office, is 124 (seasonally adjusted). For manufacturing industry alone the figure is 127.

For the three months July to September 1969, it is provisionally estimated that production as a whole was 0·3 per cent higher than in the preceding three months, April to June 1969; for manufacturing industries alone the increase was 0·6 per cent.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months.

Seasonally adjusted

1963 = 100

	Total all industries	Mining and quarrying	Manufacturing industries												
			Total	Food, drink and tobacco			Coal and petroleum products	Chemicals and allied industries	Engineering and allied industries						
				Total	Food	Drink and tobacco			Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	56	749	84	55	29	7	64	313	90	10	68	15	81	49
1964	108·4	100	108·9	102	100	106	109	110	109	109	108	111	97	108	114
1965	111·8	96	112·5	105	103	109	115	117	113	115	120	110	95	114	117
1966	113·2	90	114·2	109	107	112	122	123	116	123	122	120	93	112	110
1967	113·8	89	114·0	111	108	115	116	130	115	123	123	127	90	106	105
1968	119·7	85	121·2	115	111	122	126	140	122	126	135	137	87	117	113
1967 2nd quarter	113	90	113	110	108	114	116	129	115	123	121	127	91	108	103
3rd quarter	114	88	114	112	109	116	109	131	115	123	126	128	90	102	106
4th quarter	116	88	116	111	109	115	116	134	117	122	127	131	87	111	109
1968 1st quarter	118	87	118	114	111	120	116	136	118	122	135	134	87	110	111
2nd quarter	119	85	121	112	109	118	126	138	122	126	132	143	88	112	114
3rd quarter	120	84	122	116	111	124	133	141	123	126	137	136	87	121	114
4th quarter	122	84	124	117	113	124	131	145	125	131	135	135	85	124	115
1969 1st quarter	122	81	124	115	114	117	140	143 r	125	129	136	144	85	113	121
2nd quarter	123	80	126	118 r	114	124	136	148	129	138	136	142	86	120	120
3rd quarter p	124	80	127	117	113	126	139	152	131				85	124	119
1969 April	123	79	126	120 r	116 r	127	141	149	128	136	132	143	85	117	121
May	123	79	126	118	114 r	126	133	148	128	137	138	140	86	121	120
June	124	81	126	115	113 r	120	135	145	130	140	137	143	86	122	119
July p	124	80	127	118	114	125	137	153	131 r	140 r	142 r	138 r	85	128	120
Aug. p	124	79	127	119	115	126	143 r	155	128	140	142	138	85	120 r	114 r
Sept. p	124	79	127	115	109	127	137	147	134				85	123	123
April-June (av.)	123	80	126	118	114	124	136	148	129	135*	137*	143*	86	120	120
July-Sept. (av.) p	124	80	127	117	113	126	139	152	131	140*	140*	140*	85	124	119

	Manufacturing industries (continued)												Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass				
Weights	60	46	14	88	56	4	27	29	19	10	21	59	25	127	68
1964	113	114	111	105	106	103	104	115	119	109	114	109	112	111	105
1965	118	120	113	108	108	104	107	117	121	110	113	111	117	114	112
1966	111	112	108	107	108	102	106	116	118	112	110	114	120	115	117
1967	105	105	104	103	105	90	101	120	124	112	111	114	123	120	121
1968	111	111	108	113	119	93	104	127	130	122	120	118	135	122	128
1967 2nd quarter	105	105	103	101	103	91	100	120	124	113	110	113	120	119	122
3rd quarter	103	102	106	102	104	90	102	121	126	113	114	115	124	121	119
4th quarter	106	106	105	107	110	90	102	122	128	112	115	119	128	120	125
1968 1st quarter	106	107	104	110	114	91	104	126	130	119	121	118	130	121	130
2nd quarter	109	110	108	112	118	94	103	127	130	122	125	117	133	123	125
3rd quarter	112	112	110	114	120	94	104	126	129	120	115	118	137	122	128
4th quarter	115	115	112	116	123	95	104	130	132	127	120	120	140	123	129
1969 1st quarter	114	115	112	115	122	97	104	128	126	132	113	122	135	116	142
2nd quarter	117	118	115	118	126	95	103	130	129	131	106	122	142	122	132
3rd quarter p	115	114		115	122		104	125	125	125	109	123			131
1969 April	113	112	115	117	126	94	102	131	130	132	106	121	143		133
May	119	121	116	116	126	93	101	130	129	131	107	120	142		129
June	119	121	114	119	127	99	107	129	129	129	106	125	141		135
July p	115 r	114	115	113	120	95	101	128	130	124	108	125			132
Aug. p	114 r	112	119	116	122	98	108 r	124	125	121	114	124			128
Sept. p	116	116		116	125		103	123	119	132	104	120			132
April-June (av.)	117	118	114*	118	126	94*	103	130	129	131	106	122			132
July-Sept. (av.) p	115	114	116*	115	122	97*	104	125	125	125	109	123			131

* Latest available 3 months (June-August) and previous 3 months (March-May).

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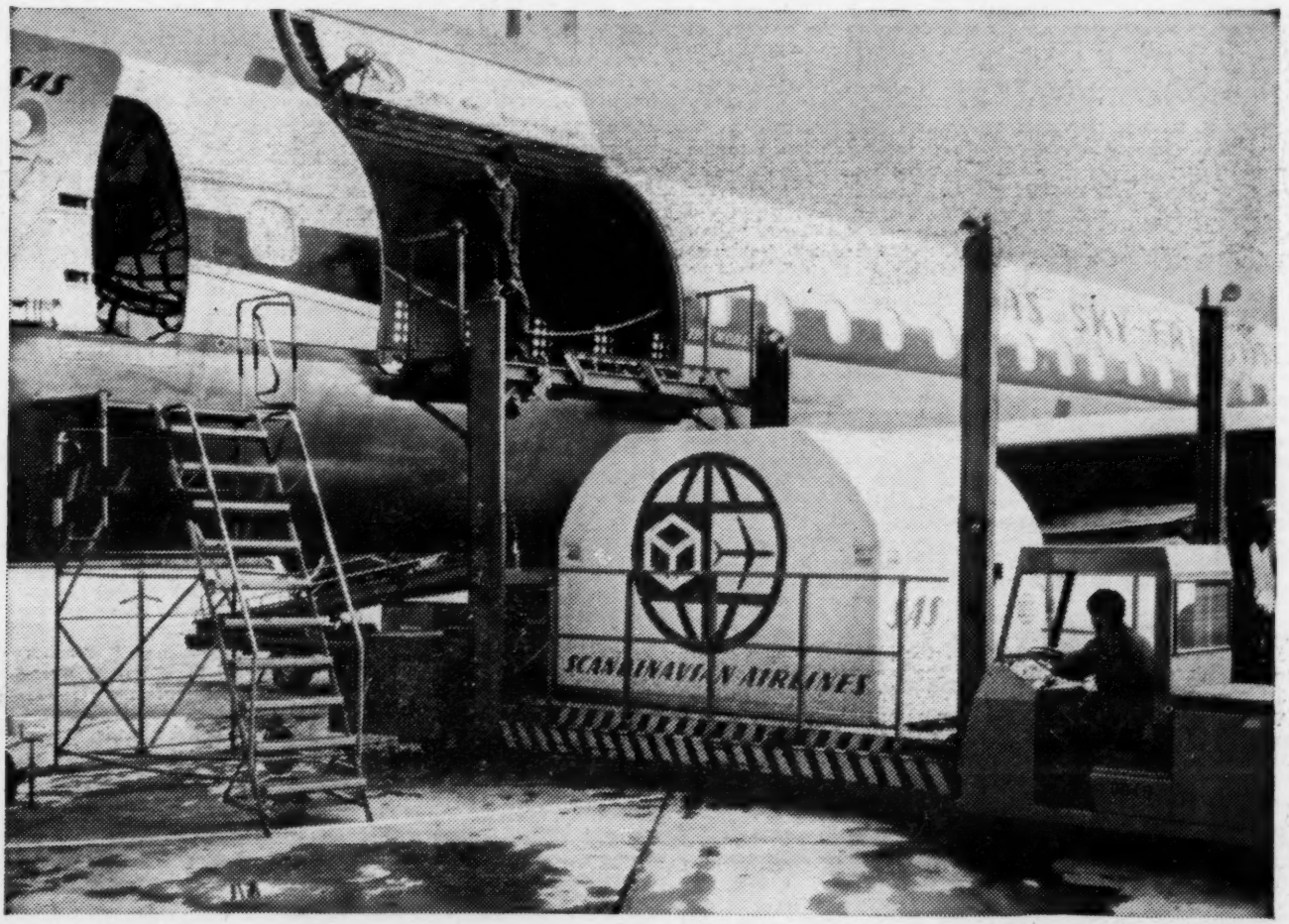

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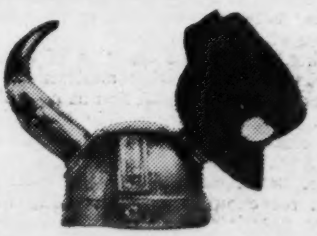

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Index of industrial production for September

THE PROVISIONAL index of production for September 1969, prepared by the Central Statistical Office, is 124 (seasonally adjusted). For manufacturing industry alone the figure is 127.

For the three months July to September 1969, it is provisionally estimated that production as a whole was 0·3 per cent higher than in the preceding three months, April to June 1969; for manufacturing industries alone the increase was 0·6 per cent.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months.

Seasonally adjusted — 1963 = 100

	Total all industries	Mining and quarrying	Manufacturing industries												
			Total	Food, drink and tobacco			Coal and petroleum products	Chemicals and allied industries	Engineering and allied industries						
				Total	Food	Drink and tobacco			Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	56	749	84	55	29	7	64	313	90	10	68	15	81	49
1964	108·4	100	108·9	102	100	106	109	110	109	109	108	111	97	108	114
1965	111·8	96	112·5	105	103	109	115	117	113	115	120	110	95	114	117
1966	113·2	90	114·2	109	107	112	122	123	116	123	122	120	93	112	110
1967	113·8	89	114·0	111	108	115	116	130	115	123	123	127	90	106	105
1968	119·7	85	121·2	115	111	122	126	140	122	126	135	137	87	117	113
1967 2nd quarter	113	90	113	110	108	114	116	129	115	123	121	127	91	108	103
3rd quarter	114	88	114	112	109	116	109	131	115	123	126	128	90	102	106
4th quarter	116	88	116	111	109	115	116	134	117	122	127	131	87	111	109
1968 1st quarter	118	87	118	114	111	120	116	136	118	122	135	134	87	110	111
2nd quarter	119	85	121	112	109	118	126	138	122	126	132	143	88	112	114
3rd quarter	120	84	122	116	111	124	133	141	123	126	137	136	87	121	114
4th quarter	122	84	124	117	113	124	131	145	125	131	135	135	85	124	115
1969 1st quarter	122	81	124	115	114	117	140	143 r	125	129	136	144	85	113	121
2nd quarter	123	80	126	118 r	114	124	136	148	129	138	136	142	86	120	120
3rd quarter p	124	80	127	117	113	126	139	152	131				85	124	119
1969 April	123	79	126	120 r	116 r	127	141	149	128	136	132	143	85	117	121
May	123	79	126	118	114 r	126	133	148	128	137	138	140	86	121	120
June	124	81	126	115	113 r	120	135	145	130	140	137	143	86	122	119
July p	124	80	127	118	114	125	137	153	131 r	140 r	142 r	138 r	85	128	120
Aug. p	124	79	127	119	115	126	143 r	155	128	140	142	138	85	120 r	114 r
Sept. p	124	79	127	115	109	127	137	147	134				85	123	123
April-June (av.)	123	80	126	118	114	124	136	148	129	135*	137*	143*	86	120	120
July-Sept. (av.) p	124	80	127	117	113	126	139	152	131	140*	140*	140*	85	124	119

	Manufacturing industries (continued)												Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	60	46	14	88	56	4	27	29	19	10	21	59	25	127	68
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1965	118	120	113	108	108	104	107	117	121	110	113	111	117	114	112
1966	111	112	108	107	108	102	106	116	118	112	110	114	120	115	117
1967	105	105	104	103	105	90	101	120	124	112	111	114	123	120	121
1968	111	111	108	113	119	93	104	127	130	122	120	118	135	122	128
1967 2nd quarter	105	105	103	101	103	91	100	120	124	113	110	113	120	119	122
3rd quarter	103	102	106	102	104	90	102	121	126	113	114	115	124	121	119
4th quarter	106	106	105	107	110	90	102	122	128	112	115	119	128	120	125
1968 1st quarter	106	107	104	110	114	91	104	126	130	119	121	118	130	121	130
2nd quarter	109	110	108	112	118	94	103	127	130	122	125	117	133	123	125
3rd quarter	112	112	110	114	120	94	104	126	129	120	115	118	137	122	128
4th quarter	115	115	112	116	123	95	104	130	132	127	120	120	140	123	129
1969 1st quarter	114	115	112	115	122	97	104	128	126	132	113	122	135	116	142
2nd quarter	117	118	115	118	126	95	103	130	129	131	106	122	142	122	132
3rd quarter p	115	114		115	122		104	125	125	125	109	123			131
1969 April	113	112	115	117	126	94	102	131	130	132	106	121	143		133
May	119	121	116	116	126	93	101	130	129	131	107	120	142		129
June	119	121	114	119	127	99	107	129	129	129	106	125	141		135
July p	115 r	114	115	113	120	95	101	128	130	124	108	125			132
Aug. p	114 r	112	119	116	122	98	108 r	124	125	121	114	124			128
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April-June (av.)	117	118	114*	118	126	94*	103	130	129	131	106	122			132
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* Latest available 3 months (June-August) and previous 3 months (March-May).

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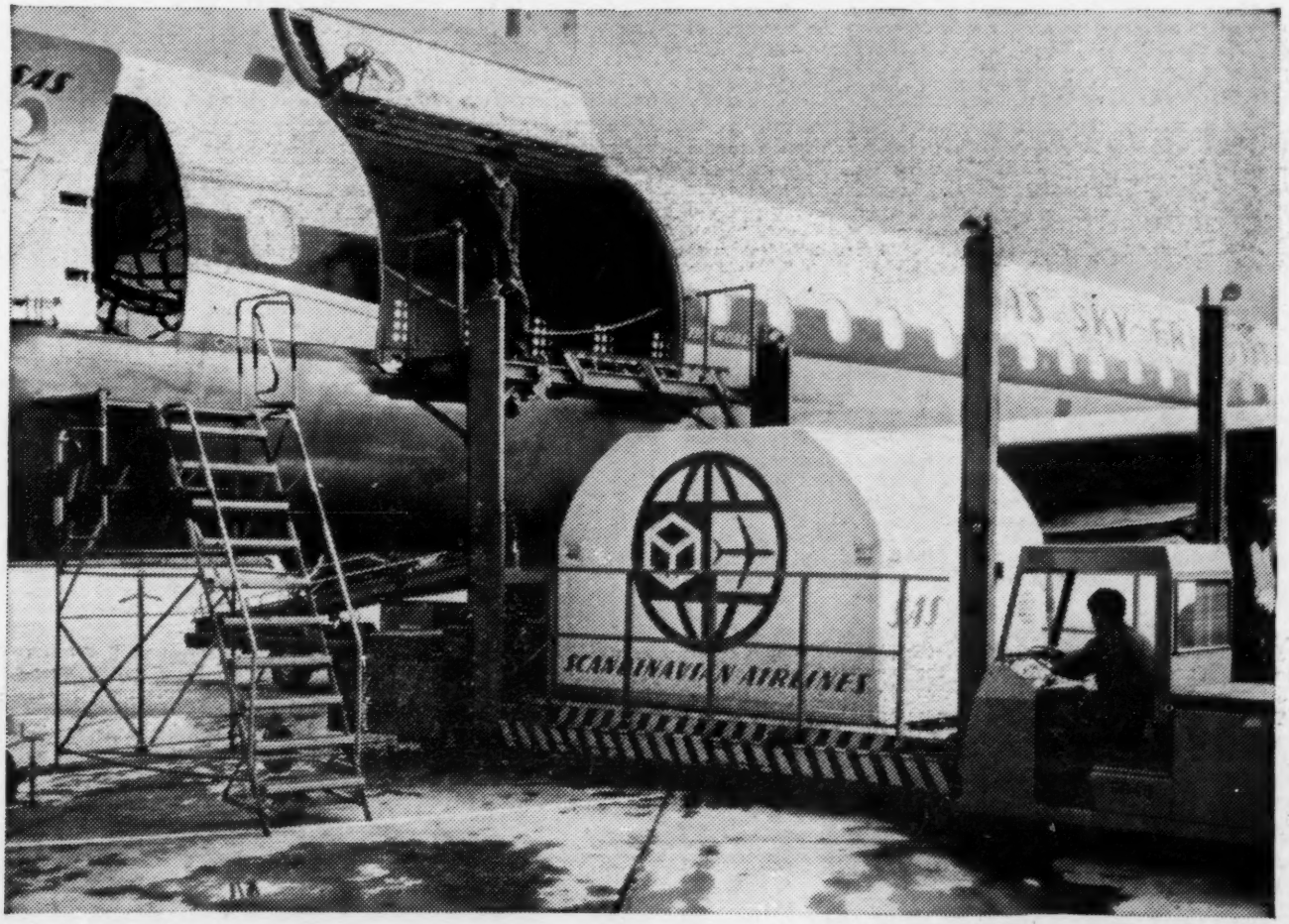

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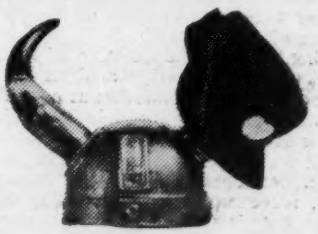

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Professor Moser speaks on revisions to official statistics

SPEAKING AT THE British Institute of Management Conference on Government Statistics for Industry at Manchester on November 13, Professor C. A. Moser, director of the Central Statistical Office, said: 'There has been a lot of comment, in recent months, about revisions to official statistics; and much of this, although well-intentioned, arises from a lack of understanding of the nature of the figures we produce and of the problems involved.

'For example, everyone is in favour of faster publication of statistics, particularly those statistics which have a bearing on the progress of the economy; but in many cases, significant improvements – notwithstanding the ever growing use of computers – can be achieved only at the risk that the first estimate will require some later revision. There is nearly always some conflict between speed and the degree of accuracy.

'This derives mainly from our dependence on the goodwill of firms in returning inquiry forms promptly. If we are committed to publish by a certain date, it must be on the basis of the data available at that time; the earlier the date, the lower and less representative will be the number of returns received and the greater the revisions likely to be made later.

'There must also be revisions for other reasons relating to the nature of estimates, such as changes in seasonal adjustment to take account of changing seasonal patterns, changes in the base year and introduction of new and improved series – all of which will tend to improve the accuracy of the final figures. But we are not and cannot afford to be complacent about the size of revisions and, while still giving priority to the speeding up of publication, we shall continue to search for ways of making our early estimates more precise.

'Of course, if we lived in a world made for statisticians there would be no problem. Firms would send in their returns promptly, completely and cheerfully and we should never be criticized for slow or inaccurate figures. But we know that businessmen have other claims on their time and we ask only that they make a reasonable effort to help us improve the quality of statistics for the benefit of everyone.'

The needs for statistics of the plastics industry

AN ARTICLE by Mr. A. A. Sorrell, chief statistician, Board of Trade, in *Statistical News*, highlights some of the problems that government statisticians face in organizing the collection of industrial statistics.

A very important aim of the current re-organization is to provide a first-rate statistical service to industry, and as part of this programme the Board of Trade has started discussions with the plastics industry about the range of statistics that is required about the industry and its products. It is clear already that the needs are varied, extensive, and complex – and sometimes conflicting – and that one is faced with the familiar problem of balancing what it would be useful to have against the effort and resources, particularly of those who have to provide the figures, needed to collect it.

Some of the problems peculiar to the plastics industry arise from the divergent interests of different sections of the industry, in particular between producers of the plastics materials, and the fabricators of plastics products.

First, there is the question of classification. For some purposes, particularly for market analysis by the resin and materials producers, as wide a definition as possible, bringing together all manufacturers mainly engaged in producing goods made from plastics, has clear attractions. Against this, in many fields manufacturers using plastics as materials do not think of themselves as part of a large, heterogeneous 'plastics' industry. Manufacturers of plastic toys, for example, are competing with manufacturers of toys of other materials and regard themselves as part of the toys industry.

A second problem relates to the amount of detail to be collected under the new system. The needs for short-term figures of the output of resins and plastics materials are substantially met by the present quarterly statistics although the Board of Trade will be reviewing the existing inquiry with the industry and considering what changes are necessary in order to provide figures that will fit into the new integrated system. Statistics of the output of plastics products however are much less adequate; and there is divergence between the various users as to what is required.

The needs of the Government – mainly in connection with the index of industrial production – are modest and could be met by a fairly summary analysis of output. Firms producing what may be described as 'finished goods' – domestic holloware, plastic containers, etc. – want, for marketing and management purposes, figures in a fair amount of product detail and, where meaningful, in quantity as well as value terms. Outside this field of 'finished goods', the statistical needs of producing firms are less well-defined, and the problems of meeting them somewhat more complex – particularly in the case of the growing number of firms who produce their own plastics component parts for incorporation in equipment made in the same establishment.

The producers of resins and plastics materials want to know the trends in the output of products made of plastics. Their needs are, in some respects, more extensive than those of the fabricators and, in many ways, more difficult to meet, partly because they would involve the collection from fabricators of figures they find difficult to provide, and from which they themselves are likely to derive little benefit.

There is, here, a sharp conflict between the needs of some users for statistics and the burden of providing them, and the Board of Trade will be looking carefully with the industry at this problem to see if there is any way of resolving it.

Changes in Overseas Trade Accounts in 1970

FROM JANUARY 1, 1970 a single integrated classification ('HM Customs and Excise Tariff and Overseas Trade Classification') will operate for duty purposes and for external trade statistics. The new classification combines the descriptions of commodities listed in the present three separate publications, the 'HM Customs and Excise Tariff', the 'Statistical Classification for Imported and for Re-exported Goods' and the 'Export List'. An article explaining the background to this change appeared on page 1222 of the *Board of Trade Journal* of November 5.

The new classification contains about 6,000 commodity headings, compared with about 3,000 in each of the three classifications at present in use. To take advantage of this large increase in the commodity information a review has been made of the tables to be included in the monthly Overseas Trade Accounts. The new tables will make much more information available and at the same time it will be presented on a more systematic basis. The main proposals, subject only to considerations of disclosure or security, are:

(i) Trade will be shown for each of the commodity headings of the new integrated classification, providing it reaches about £100,000 a year, in the order of the Standard International Trade Classification (Revised) of the United Nations (SITC(R)).

(ii) Aggregation of the detailed headings will be made at the level of the 1,312 items of the SITC(R); figures for all these headings will be given and also for groupings at higher levels. (At present not all the 1,312 SITC(R) items are separately identified.)

(iii) Figures for individual countries (as well as for the Commonwealth, EFTA and EEC) will be given for each of the 1,312 SITC(R) items, with all countries shown when trade exceeds £100,000 a year.

(iv) Country information will be given in a two-way table which will show along one axis all the individual countries, together with certain important market areas, and along the other axis the Sections and Divisions of the SITC(R). This table will thus provide for each country and area a comprehensive comodity analysis.

The two-way table in (iv) above will form a new summary table. The main tables in the new system, giving a general analysis of trade will incorporate the information in (ii) and (iii), while supplementary tables will show additional commodity detail arising from (i) which has not already been included in the main tables.

These proposals amount to a very considerable extension of the information published each month. In order to accommodate

the increased information there will be, in the first place, a more economical use of space than in the present Overseas Trade Accounts, through the adoption of a double column for commodities on each page. In addition, the previous year's figures will no longer be published; for the most part the figures will be available in the preceding year's volume except that between 1969 and 1970 comparisons will only be possible at the less detailed level of the present system. The number of pages in the publication will be increased by about one half.

In a change in statistical practice, re-exports will no longer be identified separately but will be included with exports of United Kingdom produce. The distinction between a re-export and an export of United Kingdom produce is often arbitrary and difficult for Customs and traders to make. It is without much economic significance; the value added to imported goods in the form of services often exceeds the value added by processing in the case of British-made exports.

The revised volume will be entitled 'Overseas Trade Statistics (price £1 10s.; annual subscription £19 4s.).

Any inquiries about the new series of published trade statistics should be made to Statistics Division, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 356). Fully detailed statistics will be available through the Bill of Entry Service on the payment of a fee to cover the cost of reproducing the information, and applications for the complete details should be made to Customs Statistical Office, Bill of Entry Service, 27 Victoria Avenue, Southend-on-Sea (Tel. 0702-49421).

New Business Monitor statistics show decline by route in domestic air traffic

THE BOARD OF TRADE published on November 19 a new issue of the Business Monitor: Civil Aviation series which sets out the numbers of passengers on domestic air services route by route. The figures of uplift and discharge of passengers at airports by route include all revenue and non-revenue passengers on air transport flights reported by United Kingdom airport operators. They cover passenger traffic on both scheduled and non-scheduled flights; the number of passengers on domestic non-scheduled flights is, however, very small and less than 1 per cent of the total number on scheduled flights.

The first Monitor in the new series gives the figures for the year 1968. Forthcoming issues will give quarterly figures of passenger traffic on the more important domestic routes, beginning with the first quarter of 1969, and will include annual summaries with the details for all domestic routes.

The busiest routes are, of course, those linking the major commercial and industrial centres and particularly the main routes out of London. In 1965 there were over 600,000 passenger journeys between Heathrow and Glasgow, the busiest route, and large flows between Heathrow, Belfast, Edinburgh, Manchester and Newcastle. Passengers on the routes between these towns and London account for 41 per cent of all domestic journeys by air.

The route statistics also illustrate the attraction of air services between places separated by sea. There is, for example, a range of services linking Belfast with places in Great Britain, not only London, but Birmingham, East Midlands, Glasgow, Leeds/Bradford, Liverpool and Manchester. Other 'over the water' routes include those to holiday resorts in the Channel Islands and Isle of Man. Traffic on these routes is widely spread with substantial Channel Island traffic at Gatwick and Southampton, each route carrying about 180,000 passengers in 1968 ,and nearly 120,000 passengers flying between Isle of Man and Blackpool, the busiest Isle of Man route.

Within Scotland air services are extensively used, whilst the main flows are between Glasgow and Edinburgh, on the one hand, and a number of highland and island airports, on the other, there is also substantial traffic between the latter airports. In 1968, 80,000 passengers flew between airports in the East Scotland group (Aberdeen, Kirkwall, Sumburgh, and Wick) and 30,000 between airports in the Hebrides (Benbecula,, Islay, Stornaway and Tiree), a group with which Inverness has been included. These groupings conform with the route patterns operated. There is relatively little traffic between the two groups of airports.

Over 9 million journeys were made on domestic air routes in 1968, compared with over 9½ million in 1967. Traffic at most airports with sizeable domestic traffic was reduced, though at Heathrow and Gatwick the reductions were below average. Luton recorded a sharp fall, while there was, exceptionally because of an industrial dispute at Glasgow, increased traffic at Edinburgh and Prestwick, and also at East Midlands, an airport of growing importance.

This new Business Monitor (CA.6) is available on annual subscription of 10s. from HMSO, PO Box 569, London, S.E.1. Subscribers to the full series of Civil Aviation Business Monitors (CA.1-5) will be supplied with this new publication without any increase in their subscription for 1969 publications.

Further publications covering international air services with details about some routes are being prepared. Proposals for the publication of financial statistics are being discussed with airlines.

Note:

Civil Aviation statistics are published in the following series of Business Monitor:

CA.1. Airport Activity (Monthly), annual subscription £1.
CA.2. Air Passengers (Monthly), annual subscription £1.
CA.3. Air Freight & Mail (Monthly), annual subscription £1.
CA.4. Airline Operations (Monthly), annual subscription £1.
CA.5. Airline Operations (Quarterly), annual subscription, £2 10s.

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:
Footwear for September 1969
Foam Backing, Foam Laminating and Fabric to Fabric Bonding for August 1969
Rubber for June 1969
Salt for September 1969

Quarterly at 7s. 6d. a year post free:
Refrigerating Machinery for Second Quarter 1969
Leathercloth for Third Quarter 1969
Newspapers and Periodicals for First Quarter 1969
General Printing and Publishing for First Quarter 1969

Civil Aviation Series:
CA6 Domestic Passenger Traffic for Year 1968.

Index of retail prices for October

THE DEPARTMENT of Employment and Productivity announce that at October 21 the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 133.2 compared with 132.2 at September 16. The rise in the index during the month was due to rises in the average levels of prices of many goods and services, particularly household coal and tomatoes, whose prices vary seasonally.

UK trade in October and third quarter: correction

TWO CHARTS published with the articles on United Kingdom trade (*Board of Trade Journal*, November 19) were wrongly placed. The charts 'United Kingdom exports by commodity classes' (page 1363) and 'Imports by commodity classes' (page 1364) appearing with the article 'United Kingdom trade in October', should be transposed with those appearing on pages 1370 and 1373 in 'United Kingdom trade in the third quarter'.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Orders, deliveries and exports in the engineering industries

THE data available from the Ministry of Technology are sufficient to allow publication of the provisional index numbers of deliveries and orders in the engineering industries for August and September, but not the more detailed figures for production in September for the Mechanical, Instrument and Electrical industries separately.

The monthly figures of deliveries and orders show considerable fluctuations and a clearer picture can be obtained by considering the provisional figures for the third quarter as a whole. This picture is as follows:

1. In the quarter ending September 30, the index of deliveries in the engineering industries (including some vehicles) shows a rise of 8 per cent in home deliveries and 11 per cent in export deliveries over the previous quarter.
2. Export net new orders are 12 per cent lower than in the second quarter but remain at a high level; home net new orders show a 15 per cent drop.

The general trends suggested by these latest provisional figures are:

(a) a continuation of the high level of export orders
(b) a continued increase in export deliveries
(c) no strong evidence of a sustained increase in home orders.

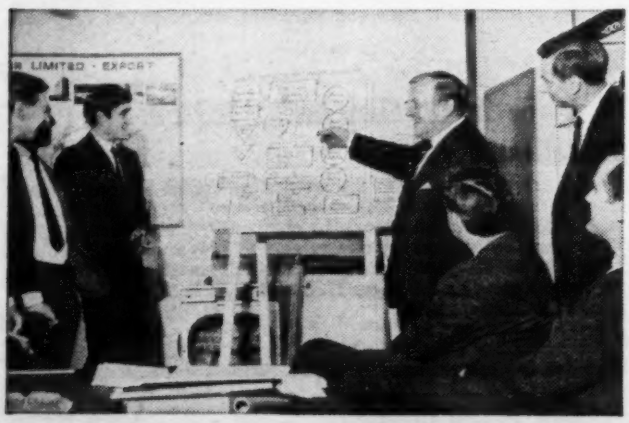
Description of the statistics

The volume indices of production in Table 1 relate to the engineering and electrical goods industries as defined in Orders VII, VIII and IX of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Table 2 relate to the engineering and electrical goods industries as defined in Orders VII-IX of the Standard Industrial Classification, together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order XI of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

COMMERCIAL OFFICERS AT EXPORT SEMINAR



A one-day seminar at Hoover Limited (Export) headquarters at Hayes formed part of a recent training course for commercial officers of the Diplomatic Service. In the photograph Mr. Bill Thompson, associate director distributor territories and South Africa, discusses a chart outlining the way in which the performance of Hoover products in the field is reported back to quality control department.

Engineering and Electrical Goods (S.I.C. Orders VII, VIII and IX)
Index numbers of the volume of production and exports

Index numbers of the volume of production and exports

	Production – Seasonally adjusted				Exports
	Total	Mechanical Engineering (†) 1963 = 100	Instrument Engineering (‡)	Electrical Engineering (§)	(‖) 1961=100
1963	100	100	100	100	106
1964	109	109	108	109	105
1965	113	115	120	109	111
1966	122	123	122	121	116
1967	126	123	123	129	113
1968	131	126	135	137	126
1967 1st qtr.	122	124	119	121	123
2nd qtr.	125	123	121	127	123
3rd qtr.	125	123	126	128	103
4th qtr.	126	122	127	131	102
1968 1st qtr.	127	122	135	134	132
2nd qtr.	133	126	132	143	128
3rd qtr.	130	126	137	136	116
4th qtr.	133	131	135	135	127
1969 1st qtr.	135	129	136	143	126
2nd qtr.	139	138	136	142	141
3rd qtr.					
4th qtr.					
1968 July	129	124	137	134	
August	132	126	139	138	
September	131	126	136	136	
October	132	130	134	134	
November	134	133	136	136	
December	132	131	134	134	
1969 January	129	123	136	138	
February	137	132	131	145	
March	138	132	141	146	
April	139	136	132	143	
May	138	137	138	140	
June	141	140	137	143	
July*	139	140	142	138	
August*	139	140	142	138	
Average:					
Latest 3 months	140	140	140	140	
Previous 3 months	138	135	137	143	
Percentage change	*+1*	*+3*	*+2*	*– 2*	

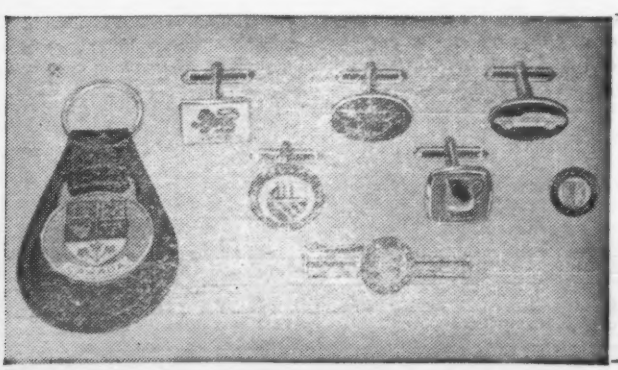
p Provisional.
† Covers Minimum List Heading 331 to 349 of the Standard Industrial Classification.
‡ Covers Minimum List Headings 351 to 354 of the Standard Industrial Classification.
§ Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.
‖ Quarterly index of the value at constant (average 1961) prices of exports included in Division 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Orders VII-IX of the Standard Industrial Classification.

Engineering Industries Orders VII, VIII and IX and Part Order XI (1) Seasonally Adjusted

Index numbers of the volume of orders and deliveries (†)

	Total			Home			Export		
	Orders on hand (end period)	Net new orders	Deliveries	Orders on hand (end period)	Net new orders	Deliveries	Orders on hand (end period)	Net new orders	Deliveries
	December 1963 (unadjusted = 100)	Average 1963 = 100	deliveries	December 1963 (unadjusted = 100)	Average 1963 = 100	deliveries	December 1963 (unadjusted = 100)	Average 1963 = 100	deliveries
1963	101	106	100	102	106	100	99	105	100
1964	119	122	109	120	125	113	118	113	102
1965	123	114	112	122	116	115	126	111	106
1966	118	115	119	117	118	121	120	108	112
1967	108	113	120	102	114	125	124	110	107
1968	108	125	125	99	127	129	133	120	115
1967 1st quarter	112	104	119	112	106	122	114	99	111
2nd quarter	113	120	119	110	119	124	121	122	107
3rd quarter	112	117	121	108	119	127	124	112	106
4th quarter	108	109	119	102	111	126	124	104	105
1968 1st quarter	107	119	121	100	119	125	128	120	110
2nd quarter	104	118	127	98	124	130	124	108	117
3rd quarter	104	125	125	96	122	128	130	132	118
4th quarter	108	134	127	99	140	131	133	122	116
1969 1st quarter	111	136	127	99	131	130	145	149	120
2nd quarter	119	155	133	104	146	132	162	174	134
3rd quarter*	115	132	144	98	124	142	164	153	149
4th quarter									
1968 July	104	127	124	98	129	129	126	124	112
August	105	124	123	97	119	127	129	136	113
September	104	124	130	96	119	130	130	136	130
October	105	130	123	96	138	128	130	114	108
November	106	135	128	98	141	132	131	122	116
December	108	138	130	99	142	133	133	130	124
1969 January	107	136	126	98	135	128	133	139	121
February	109	138	127	99	129	131	140	158	118
March	111	134	128	99	127	130	145	149	121
April	118	182	126	106	184	129	152	169	121
May	119	146	134	106	137	133	157	169	136
June	119	137	138	104	117	135	162	184	146
July	116	105	133	101	102	132	159	112	133
August	114	133	141	99	127	139	160	150	148
September	115	159	159	98	145	156	164	196	169
Average:									
Latest 3 months	115	132	144	98	124	142	164	153	149
Previous 3 months	119	155	133	104	146	132	162	174	134
Percentage change§	*– 4*	*–14*	*+9*	*– 6*	*–15*	*+8*	*+1*	*–12*	*+11*

p Provisional.
1 Engineering and electrical goods (S.I.C. Orders VII, VIII and IX), locomotives and railway track equipment, railway carriage and wagons, heavy commercial vehicles and wheeled tractors (Part S.I.C. Order XI).
(†) At constant prices.
§ In the case of orders on hand, the percentage changes compare the level at the end of the latest months shown with the corresponding level three months earlier.



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Shipping movement at United Kingdom ports

Foreign and coasting trade movement during August 1969

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during August 1969 amounted to 19,278,000 net registered tons: this was 3.2 per cent more than the corresponding month of 1968. Commonwealth vessels accounted for 8,371,000 n.r.t.

During the first eight months of 1969 the total net tonnage of

Table 1. Shipping movements at United Kindom ports

Foreign Trade		Entered					Cleared				
			Thousand Net Tons					Thousand Net Tons			
		Number of Vessels	Total	United Kingdom	Other (†) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (†) Commonwealth	Foreign
With cargo:	Month of August 1968	7,177	11,482	4,476	241	6,765	5,540	7,192	3,487	209	3,496
	Month of August 1969	6,875	12,026	4,610	396	7,020	5,472	7,252	3,371	354	3,527
	Eight months ending August 1968	50,566	82,331	30,834	1,921	49,576	39,055	45,006	21,337	1,242	22,427
	Eight months ending August 1969	50,923	86,707	32,661	2,483	51,563	39,667	47,140	21,155	1,699	24,286
In ballast:	Month of August 1968	2,119	3,206	1,285	86	1,835	3,920	7,973	2,540	107	5,326
	Month of August 1969	2,182	3,385	1,609	62	1,714	3,539	7,887	2,702	125	5,060
	Eight months ending August 1968	11,987	18,048	7,670	498	9,880	24,387	56,359	17,500	1,054	37,805
	Eight months ending August 1969	12,935	19,151	8,254	440	10,457	24,360	56,128	18,505	1,202	36,421

(†) Includes Irish Republic and South Africa.

Table 2. Foreign trade entrances and clearances with cargo

Nationality of Vessels	Entered				Cleared			
	August		Eight months ended August		August		Eight months ended August	
	1968	1969	1968	1969	1968	1969	1968	1969
	Number of vessels							
United Kingdom	2,369	2,215	15,105	15,244	2,144	1,993	12,954	13,256
Other Commonwealth (†)	172	247	1,306	1,537	150	227	1,085	1,313
Foreign	4,636	4,413	34,155	34,142	3,246	3,252	25,016	25,098
Total	7,177	6,875	50,566	50,923	5,540	5,472	39,055	39,667
	Thousand net tons							
Commonwealth								
Registered in United Kingdom	4,476	4,610	30,834	32,661	3,487	3,371	21,337	21,155
Registered in Canada	—	2	—	4	—	2	—	10
Registered in other countries (†)	241	394	1,921	2,479	209	352	1,242	1,689
Total Commonwealth	4,717	5,006	32,755	35,144	3,696	3,725	22,579	22,854
Foreign:								
Soviet	112	157	910	1,125	25	74	252	329
Finnish	78	97	743	802	29	31	247	290
Swedish	430	437	3,714	3,301	280	242	1,900	1,705
Norwegian	1,409	1,230	10,219	9,753	696	611	4,212	4,185
Danish	401	300	2,351	2,275	256	249	1,656	1,652
Polish	17	36	203	236	19	16	111	142
German (Federal Republic)	531	611	4,110	4,885	301	398	2,554	2,897
Dutch	711	645	5,161	5,276	452	400	3,288	3,447
Belgian	280	314	1,858	1,858	327	315	1,523	1,813
French	630	547	3,060	3,675	442	391	2,057	2,322
Spanish	48	38	447	520	39	33	400	455
Italian	118	119	1,196	1,131	51	36	293	209
Yugoslav	8	20	149	132	6	3	56	42
Greek	197	157	1,480	1,694	62	93	559	714
United States of America	234	387	1,573	2,092	255	323	1,398	1,862
Panamanian	182	187	1,332	1,433	97	33	507	413
Liberian	1,139	1,476	8,644	9,336	71	144	592	835
Other	240	262	2,426	2,039	88	135	822	974
Total Foreign	6,765	7,020	49,576	51,563	3,496	3,527	22,427	24,286
GRAND TOTAL	11,482	12,026	82,331	86,707	7,192	7,252	45,006	47,140
Trading Areas:								
Irish Republic	800	898	4,083	4,837	846	782	3,851	4,167
Northern Europe (Foreign)	3,091	3,299	22,941	24,457	2,597	2,679	18,750	19,394
Europe (Atlantic) and Western Mediterranean Countries	2,038	2,015	11,646	11,772	1,642	1,581	7,480	8,646
Central and Eastern Mediterranean Countries	1,101	1,027	9,198	8,589	128	136	1,260	1,302
West and South Africa	387	426	3,298	4,265	186	179	1,641	1,738
East Africa, Persian Gulf, India,	1,737	2,075	13,370	15,352	188	285	1,450	1,643
Eastern Asia and Islands in the Pacific	227	206	1,734	1,654	121	181	1,247	1,238
Australasia	158	199	2,059	2,297	130	114	1,272	1,087
North America (Atlantic Coast)	1,210	1,213	7,035	7,084	1,028	1,005	5,874	5,804
West Indies and Central America (Atlantic Coast)	493	390	4,803	4,276	132	169	1,089	1,025
South America (Atlantic Coast)	116	110	932	1,080	68	81	410	547
South and Central America (Pacific Coast)	24	17	184	157	18	11	117	142
North America (Pacific Coast)	87	134	960	781	83	31	491	311
Other Areas	13	17	88	106	25	18	74	96
Total Commonwealth Countries	2,876	3,107	18,291	21,985	1,612	1,676	9,700	9,852
Total Foreign Countries	8,606	8,919	64,040	64,722	5,580	5,576	35,306	37,288
TOTAL	11,482	12,026	82,331	86,707	7,192	7,252	45,006	47,140

(†) Includes Irish Republic and South Africa.

vessels entering and clearing the United Kingdom ports with cargo amounted to 133,847,000 n.r.t., an increase of 5.1 per cent over the tonnage for the same period for 1968.

In the coasting trade there was a 5 per cent decrease in the total net tonnage of arrivals and departures with cargo during the month of August 1969, and a 0.9 per cent increase during the first eight months compared with 1968.

Note: Net registered tons (n.r.t.)

The net registered tonnage is the measure of the size of a vessel and is normally used in the assessment of light, port and dock dues in the United Kingdom. It is obtained by deducting from the gross register tonnage an allowance for the area occupied by machinery, bunkers, water ballast and crew space.

Definitions

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or visa versa, or from one port to another in the United Kingdom, so long as the vessel has onboard cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having onboard cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie, or mail, except those loading or unloading only Government stores, bunkers or ship's stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ship's stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each subsequent port of call.

Table 3. Foreign trade arrivals and departures at principal ports January-August 1969

	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1968	1969		1968	1969		1968	1969		1968	1969	
	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels
Bristol	2,221	1,966	1,098	2,266	2,020	1,138	288	213	287	2,159	1,766	916
Cardiff	1,013	946	482	1,198	1,208	606	353	414	225	1,209	1,198	546
Dover	4,802	5,337	4,131	8,056	8,775	7,125	4,698	5,315	3,919	7,983	8,715	7,068
Felixstowe	1,214	1,667	1,582	1,326	1,787	1,715	1,083	1,553	1,426	1,249	1,740	1,649
Folkestone	293	346	278	842	980	718	350	259	212	841	964	704
Grimsby (including Immingham)	2,616	3,121	1,838	2,934	3,613	2,109	1,202	1,321	1,081	2,992	3,669	2,148
Harwich	4,425	5,557	2,860	4,540	5,956	3,122	4,395	5,599	2,970	4,447	5,931	3,127
Holyhead	1,664	1,503	1,203	1,804	1,616	1,269	1,504	1,438	1,100	1,634	1,505	1,143
Hull	3,520	3,445	3,275	3,772	3,721	3,451	1,929	1,881	1,837	3,539	3,485	3,101
Lancaster	38	4	19	52	29	89	13	23	75	14	25	81
Liverpool	9,176	8,688	3,243	10,454	10,128	3,736	4,014	3,971	2,182	10,527	9,517	3,457
London	20,219	18,899	9,034	24,169	23,548	10,802	9,381	8,537	5,907	23,852	22,626	11,091
Manchester	4,123	3,522	1,943	4,416	3,736	2,203	1,146	1,076	1,369	3,767	3,453	2,176
Middlesbrough	3,046	3,810	1,121	3,770	4,477	1,577	1,351	1,217	1,184	4,100	4,334	1,663
Milford Haven	5,214	7,620	333	6,281	9,061	886	1,200	1,634	457	5,980	8,892	782
Newhaven	631	722	857	640	743	884	600	692	774	645	741	872
Newport	963	1,020	511	1,287	1,240	619	659	494	479	1,475	1,252	643
Plymouth	220	184	354	331	277	537	126	87	281	286	277	546
Port Talbot	690	537	372	750	572	454	110	99	228	738	540	435
Southampton	10,932	10,211	2,309	13,982	12,789	2,983	5,648	5,392	2,075	13,712	12,778	2,885
Swansea	490	602	337	1,062	1,209	740	1,083	1,395	1,083	1,884	1,573	1,144
Tyne Ports	1,463	1,262	939	2,156	1,865	1,185	973	820	650	2,598	2,222	1,222
Glasgow	2,186	1,965	819	2,596	2,426	966	1,452	1,200	487	3,097	2,619	996
Grangemouth	1,016	1,036	798	1,262	1,336	983	852	1,017	787	1,190	1,519	1,154
Greenock	1,418	1,593	145	1,794	2,436	285	185	242	35	1,542	2,331	231
Leith	480	420	676	556	782	764	197	494	530	463	1,192	927
Belfast	1,312	1,597	1,042	1,394	1,684	1,138	286	256	352	1,455	1,250	770
Other Ports	6,198	5,968	12,716	8,572	8,174	16,300	3,843	3,901	9,280	8,992	8,652	16,610
TOTAL	91,583	93,548	54,315	112,262	116,188	68,384	48,921	50,540	41,272	112,370	114,766	68,087

Table 4. Coasting trade arrivals and departures at principal ports January-August 1969

	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1968	1969		1968	1969		1968	1969		1968	1969	
	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels
Bristol	1,014	825	457	1,225	1,168	1,808	417	294	1,043	1,412	1,343	2,091
Cardiff	353	380	598	698	695	1,251	196	129	344	578	665	1,315
Cowes	1,456	1,665	7,686	3,042	3,730	16,247	1,390	1,553	6,986	3,032	3,725	16,254
Hull	640	569	224	861	666	442	284	120	242	987	749	636
Immingham	602	448	166	1,329	1,279	766	872	822	588	1,291	1,279	798
Lancaster	668	717	823	841	859	1,273	792	784	1,182	846	854	1,254
Liverpool	2,724	3,134	2,446	3,635	4,123	3,909	2,132	2,350	2,730	4,146	4,154	3,976
London	4,739	3,960	3,281	6,385	5,111	5,025	1,557	1,054	1,625	6,419	5,034	4,533
Manchester	101	97	128	175	184	268	50	31	52	170	194	260
Middlesbrough	268	68	195	6,140	960	1,004	582	777	632	925	966	906
Milford Haven	235	391	99	2,043	2,877	1,148	2,104	3,086	1,169	2,224	3,195	1,242
Portsmouth	275	231	1,087	2,260	2,376	9,572	62	61	614	2,251	2,360	9,575
Preston	826	754	1,196	884	780	1,250	794	722	1,123	941	813	1,317
Southampton	2,146	2,503	7,475	4,098	4,662	10,328	3,529	3,801	7,864	4,045	4,483	9,923
Sunderland	124	148	156	956	722	761	755	543	510	877	694	682
Swansea	166	218	337	1,391	1,772	2,700	911	1,229	1,857	1,086	1,370	2,259
Tyne Ports	465	456	97	2,461	2,100	1,306	1,356	1,045	906	2,082	1,825	1,281
Ardrossan	897	1,041	1,300	1,027	1,157	1,574	656	688	1,223	972	1,071	1,569
Glasgow	435	565	540	899	1,063	908	216	184	305	607	780	852
Greenock	1,122	899	1,702	1,388	1,075	2,057	1,021	937	1,540	1,431	1,135	2,062
Stranraer	1,039	1,114	900	1,049	1,122	909	1,038	1,112	884	1,050	1,122	906
Belfast	4,542	4,557	5,206	4,894	4,818	5,673	3,733	3,719	4,234	4,736	4,726	5,861
Other Ports	7,633	7,841	17,727	12,970	13,196	32,485	6,008	5,881	11,096	12,261	12,476	30,994
TOTAL	32,470	32,581	53,826	55,651	56,495	102,664	30,455	30,952	48,749	54,369	55,013	100,546

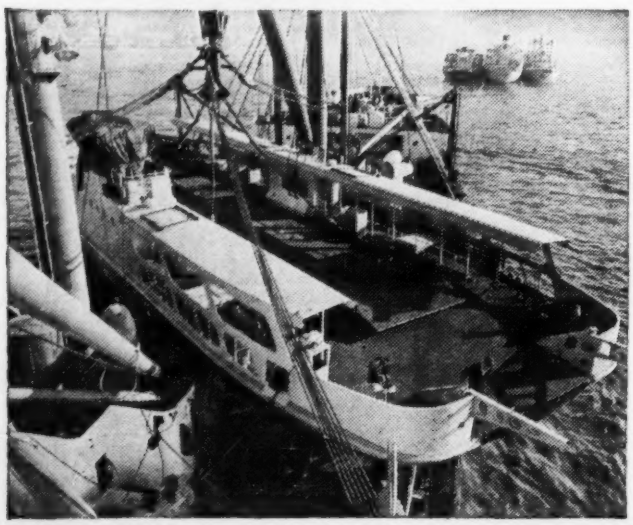
(Continued on next page)

Table 5. Shipping movement at United Kingdom ports

		Arrived				Departed			
			Thousand Net Tons				Thousand Net Tons		
		Number of Vessels	Total	Commonwealth (†)	Foreign	Number of Vessels	Total	Commonwealth (†)	Foreign
COASTING TRADE - GREAT BRITAIN									
With cargo:	August 1968	6,954	3,684	3,154	530	6,531	3,508	3,059	449
	August 1969	6,792	3,522	2,980	542	6,197	3,399	2,810	589
	Eight months ending August 1968	48,132	27,419	22,810	4,409	45,718	26,506	22,119	4,387
	Eight months ending August 1969	47,566	27,523	22,777	4,746	43,918	27,029	22,088	4,941
In ballast:	August 1968	7,873	3,058	2,640	418	8,232	3,385	2,755	630
	August 1969	7,255	3,129	2,648	481	7,446	3,066	2,576	490
	Eight months ending August 1968	46,878	22,796	18,414	4,382	49,444	22,534	18,326	4,208
	Eight months ending August 1969	48,199	23,611	18,824	4,787	49,459	22,709	18,394	4,315
COASTING TRADE - UNITED KINGDOM									
With cargo:	August 1968	7,822	4,376	3,745	631	7,250	4,135	3,584	551
	August 1969	7,488	4,152	3,481	671	6,788	3,931	3,231	700
	Eight months ending August 1968	54,653	32,470	27,224	5,246	50,620	30,455	25,573	4,882
	Eight months ending August 1969	53,826	32,581	27,000	5,581	48,749	30,952	25,374	5,578
In ballast:	August 1968	7,978	3,136	2,697	439	8,494	3,509	2,864	645
	August 1969	7,335	3,197	2,700	497	7,660	3,228	2,691	537
	Eight months ending August 1968	47,521	23,181	18,729	4,452	51,757	23,914	19,420	4,494
	Eight months ending August 1969	48,838	23,914	19,053	4,861	51,797	24,061	19,396	4,665

(†) Commonwealth and Irish Republic.

ANOTHER RIVER FERRY FOR GAMBIA



The Elder Dempster cargo liner Onitsha loading the double-ended passenger and vehicle river ferry Amang Kanyi, weighing 108½ tons, for Bathurst in The Gambia.

The ferry, over 100 ft. long, was loaded at Gravesend upper buoy after Onitsha had completed loading general cargo for West African ports. The Amang Kanyi was built by James Stone (Brightlingsea) Ltd., near Colchester, Essex, and shipping arrangements were made by the Crown Agents on behalf of the Government of The Gambia. The ferry will be used in service across the River Gambia together with a similar ferry shipped to Bathurst in 1966 by the same vessel.

Erratum – Please note that in Table 5 of the Shipping Movements of United Kingdom Ports published in *November* 12 issue, the Number of Vessels Arrived during the seven months ending July 1969 should read 40,774 and not 40,744.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.2* (606 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list is given on page* 238 *of July* 23 *issue of the* Board of Trade Journal.

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Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, November 21, 1969. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Crossplot	Br/E 34488	97	November 17	United Artists Corporation Ltd.	Television Reporters International Ltd.
An Elephant Called Slowly	Br/E 34492	91	November 18	British Lion Films Ltd.	Morning Star Productions Ltd.
The Magus	Br/E 34497	105	November 20	Twentieth Century-Fox Film Co. Ltd.	Blazer Films Ltd.
Movietone News 2111	Br/E 34321	8	November 21	" "	British Movietonews Ltd.
Movietone News 2111A	Br/E 34322	9	November 21	" "	" "
Pathe News 69-93	Br/E 34373	8	November 21	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-94	Br/E 34374	8	November 21	" "	" "
				FOREIGN	
True Grit	F 34489	128	November 17	Paramount Pictures (UK) Ltd.	Paramount Pictures Corp., Hal B. Wallis anp Joseph B. Hazen.
Topaz	F 34490	126	November 17	Rank Film Distributors Ltd.	Universal Pictures Inc.
Noah's Ark	F 34491	10	November 18	Connoisseur Films Ltd.	Les Films Paul Grimault, Paris.
Night of the Living Dead	F 34493	96	November 19	Monarch Film Corporation Ltd.	Image Ten Productions.
Four Rode Out	F 34494	98	November 19	Tigon Pictures Ltd.	Sagittarius Pictures Inc.
The Candy Man	F 34495	88	November 19	" "	" "
Snow Treasure	F 34496	95	November 19	" "	" "

Northern Ireland index of production for September

THE provisional index of industrial production for Northern Ireland for September 1969 prepared by the Ministry of Commerce is 144 (1963=100). This is 6 points higher than for the index for August 1969 and 3 points higher than for September 1968. The index for all manufacturing industries at 142 is 6 points higher than for August 1969 and 3 points higher than for September 1968.

The index numbers for the main industrial groups with the increase or decrease on September 1968 shown in brackets are: Textiles 167 (−12 points); clothing 116 (−2); engineering and metals 119 (+3); food, drink and tobacco 126 (+8); timber and furniture 146 (+2); mineral products 154 (+13); other manufacturing industries 219 (+24); gas, electricity and water 139 (+11).

New companies registered in Northern Ireland

IN THE MONTH of October 1969 twenty-six private companies with a total nominal capital of £546,000 and one public company limited by guarantee and not having a share capital were registered in Northern Ireland.

During the period January-October 1969 two hundred and forty-four companies with a total nominal capital of just over £2,138,000 were registered as compared with two hundred and seventy-four companies with a total nominal capital of almost £3,611,000 registered in the same period in 1968.

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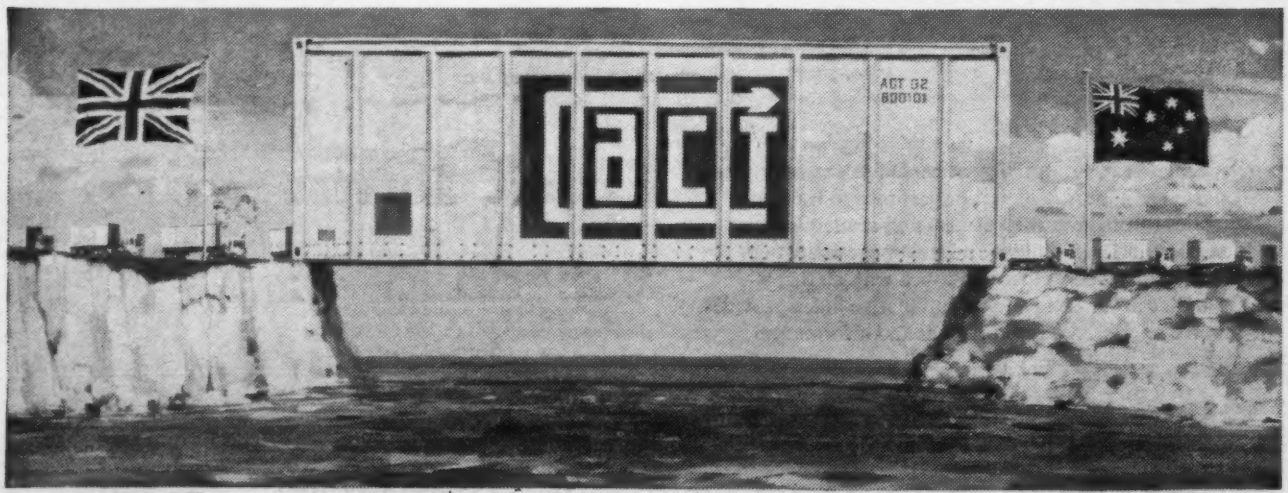

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Exhibitions and Fairs

'Britain is ready and able to contribute to EEC's development'

—Mr. Mason in Frankfurt

THE RAPID expansion of Britain's exports within Western Europe 'has demonstrated our ability to compete effectively even while we are outside the EEC, but our determination to join the EEC has if anything been strengthened,' said Mr. Roy Mason, President of the Board of Trade, addressing the British Trade Council in Frankfurt on November 19. Mr. Mason was in Frankfurt to attend the International Trade Fair for Clothing Textiles (INTERSTOFF) – his first export promotion visit overseas since becoming President.

Mr. Mason said he hoped an early start could be made with negotiations. 'We are ready, and we know our hopes are widely shared here in the Federal Republic. And I think that our improved situation shows we are not only ready but able to make a full contribution to the future development of the Community.'

Pointing out that now that the European Economic Community had achieved full Customs Union, Germany's five Community partners were increasing their share of her total imports – from 37.8 per cent in 1965 to 43.5 per cent in the first eight months of 1969 – Mr. Mason said this was a fact of life which would be with us until we became members of the Community. 'Meanwhile we must recognize that our share of the German market has declined from 4.5 per cent in 1965 to around 4 per cent in the first eight months of this year. It must be a first priority to win back our old share and then to go beyond it.'

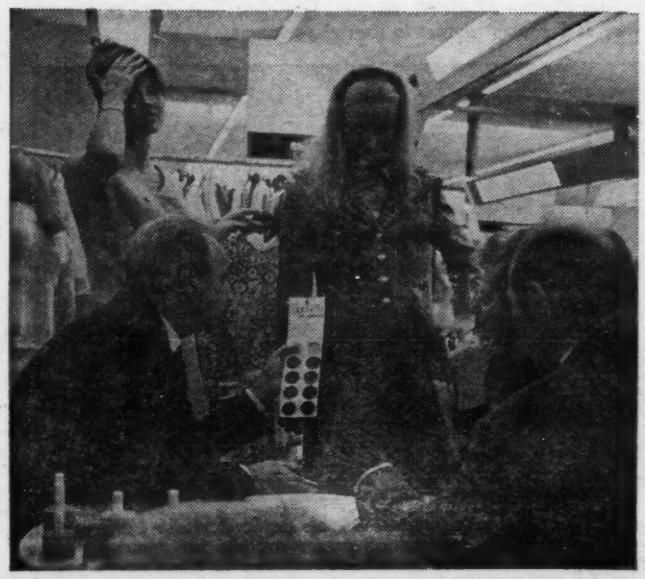
The German market was fertile ground. It had seen boom conditions since the end of the minor recession in 1967 and imports had been rising dramatically. The revaluation of the Deutschemark and the likelihood of increased domestic prices in the near future in Germany following recent wage increases should make British exports even more competitive by comparison with domestic goods than they had been since our devaluation. 'British exporters,' continued Mr. Mason, 'especially of capital goods where local delivery dates are lengthening, should be well placed in every way to take advantage of the current situation. And remember that the next stage of the Kennedy Round tariff cuts at the beginning of 1970 should help further.'

The President then stressed the importance of active participation in the many specialized trade fairs for which Germany was now internationally famous and which attracted buyers from all over the world. 'I was tremendously encouraged by what I saw this morning at the Interstoff Exhibition. I am fully convinced of the importance of these specialized fairs. This year the Board of Trade are assisting 1,200 British exhibitors at German fairs – six times the number of exhibitors assisted in 1964. I confidently expect even more firms to take part in German fairs next year.'

The British Ambassador to Switzerland, Mr. H. Hohler (left), inspects the fibre-optic faceplate of a 3 in. image isocon on the English Electric Valve stand during his tour of the British exhibition at CERN, Geneva. Engineers from CERN showed considerable interest in camera tubes for low light level applications. On the right of the picture is Mr. M. G. Knight, who was staffing the EEV stand. *(Report on page* 1470*).*

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*



British fashions at the Dusseldorf fashion trade fair created strong interest among the 25,000 *buyers attending the show.* *(Report on page* 1469*).*

Samples on the Gilt Edge Carpets stand attract some close scrutiny at the National Interior Design Show, Toronto. *(Report on page* 1471*).*

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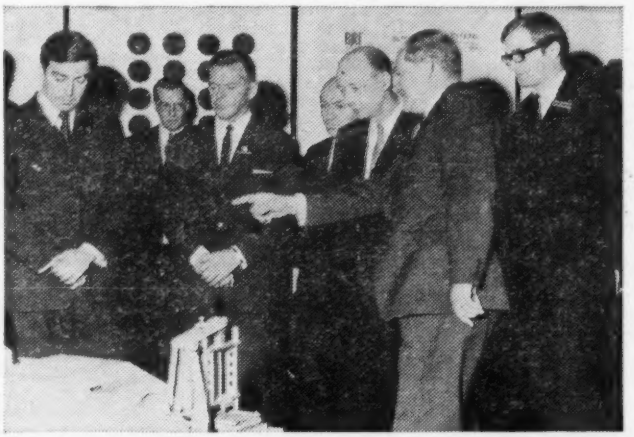
One of three tipper models in Ford's new D900 range introduced at the Scottish Motor Show – a 108in. short wheelbase version, tailor-made to the 14 ton current legal maximum operating weight.



Nearly 500 trade visitors came to see a touring carpet exhibition presented in Stockholm, Oslo and Copenhagen by ICI Fibres in conjunction with ICI's local companies in the three Scandinavian countries. In Oslo the exhibition was opened by the British Ambassador, Mr. T. Brenchley seen here watching a demonstration by Mr. Z. Sudnik, of ICI Fibres' textile development department, showing one of the tests carried out by ICI Fibres to ensure that carpets bearing ICI's brand names meet the required standards. Also in the foreground are (far left) Mr. P. Streams, commercial attache to the British Embassy, with Mr. R. Wilhelmsen, managing director of ICI Norway, and (far right) Mr. A. D. G. Shillington of ICI Fibres' domestic uses department.

Lord Stokes (left), chairman of British Leyland Motor Corporation, inspects the STAT system of preset tooling for machine tools exhibited by the Dunlop Engineering Group at the Craftsmanship and Industry Exhibition which he recently opened at Coventry. The exhibition was staged by the Crafts Council of Great Britain, in association with the Coventry Civic Arts Trust.

New commercial models at Scottish Motor Exhibition

ALTHOUGH Earls Court creams off most of the glamour of the new private cars, the Scottish Motor Exhibition (Kelvin Hall, November 7 to 15) has its own importance as Britain's only commercial vehicle show, and once again it was the chosen venue for the latest models to make their public debut. The value of this section of the motor vehicle industry was well illustrated on the eve of the opening when Rootes announced that their exports of vans and trucks in the first nine months of 1969 had risen by 51 per cent. The main increases were in sales to Australia, South Africa, Eire, Turkey, Belgium, New Zealand and Hong Kong.

The general impression of the 'state of the art' in commercial vehicles was of heavier and heavier vehicles with more and more comfort for the driver. British Leyland's Truck and Bus Division had on show eight new vehicles, including two (the AEC Mammoth Major and the Guy Big J6t) rated at 44 tons g.t.w. in anticipation of possible higher United Kingdom legal gross weights for articulated vehicles. Also new was the AEC 36 ton and the Guy 32 ton prime movers; a 16 ton Boxer from Leyland Motors (Scotland) Ltd.; the Albion Super Reiver 20 ton six-wheel tipper and the Albion Super Clydesdale 24 ton prime mover, both with turbo-charged engines; and the new Scammell container trailer.

Also getting a first public airing was a new range of trucks and tippers from Ford which goes into production at the company's Langley, Buckinghamshire, plant on December 1. The new models are an extension to the successful D Series tilt-cab commercial range, which with the introduction of a 14 ton gross vehicle gives operators a choice of eleven basic two-axle rigid models ranging from 5.1 tons to 16 tons. Within that range there is a further choice of 600 basic specification variations giving the opportunity to tailor vehicles exactly to the job they have to do. Fords of Britain are the world's second biggest producer of diesel engines, and have introduced a new trio of four- and six-cylinder in-line units ranging from 81 to 127 h.p. which will form the basis of their models for the '70's.

The Bedford CA series of vans, which have had a life of no less than 17 years, have been superseded by the new CF range. Six examples of the range of 25 basic models were shown at Kelvin Hall. The designers claim that by combining ladder-type chassis frame with integral body construction they have produced ideal pay-load combination of low kerb weight with great strength and torsional stability. The vans are available with a choice of four engines – two petrol and two diesel – side and end loading, sliding or hinged doors, and standard or de luxe interior finish.

Typical of all the attention being paid to driver comfort were the improvements in the Atkinson 32-ton tractors. In addition to good heating, well-designed driving seat and fatigue-beating arrangement of controls, the fitting of longer and softer front springs is claimed to double overall comfort, and there has been great attention paid to reducing interior noise levels.

Getting right away from the giants of the road, the only car which Earls Court visitors hadn't already seen proved to be something of a show-stopper. This was the Lotus Type 63 four-wheel drive Grand Prix racing car, said to be the most advanced formula racing car in the world today. Four-wheel drive has only just come into racing, and the car (one of the Gold Leaf team) has just finished its first season. On press preview day it attracted even more attention than the traditional scantily-clad models adorning stands for the benefit of photographers.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Brisk buying at Dusseldorf fashion trade fair

by R. B. Woodham, Commercial Section, British Consulate-General, Dusseldorf

NEARLY 25,000 buyers attended the 83rd IGEDO, the fashion trade fair held in the city's exhibition grounds at Düsseldorf from October 26 to 30. Most of these came from Germany, but it is estimated that about 2,000 buyers came from other countries, in the main from Common Market and, to a lesser extent, EFTA countries. Contrary to expectations, buying was brisk and most exhibitors were well satisfied with the results they achieved.

The October Fair is one of the two major fashion trade fairs organized each year in the Spring and Autumn by IGEDO, the Düsseldorf International Fashion Trade Fair Authority. There are two smaller IGEDO events held some weeks before these main fairs at which sample collections are shown. At this October event, exhibitors take a late opportunity to show collections for the next spring and summer. It has become one of the most important shop windows of European fashion, although exhibitors come from as far away as Hong Kong and the United States, and there were visitors from all over the world.

German buyers were particularly active, their interest being attributed to the depletion of stocks over the long summer and to the anticipation of an increased demand in the German market next year reflecting the higher purchasing power of the public due to recent general wage increases. As yet the re-valuation of the Deutsche Mark has not had any effect on the retail prices of imported clothes.

There was a strong demand for young fashions, including fashions for the more mature ladies in a younger style. Pleated skirts, blouses, and in particular long blouses, sold very well. Ladies' casual wear was much in demand; trouser suits and imitation leather dresses also sold well. Accessories will obviously be very much in the foreground for 1970: exhibition space for accessories was increased by 80 per cent at this IGEDO and heavy buying was reported.

Just over a thousand exhibitors showed at the Fair, 285 of whom were from countries outside Germany. French exhibitors made a strong showing with 93 firms, Great Britain came next with 53, and Italy with 36, Holland with 14, Belgium with 13 and Hong Kong with 12 led the rest of the field. The exhibition was held in all seven halls of the Düsseldorf Exhibition Grounds, covering a total area of 80,000 square meteres. In addition some 350 exhibitors showed their collections in private showrooms and hotels in the city.

Special features incorporated in the exhibition were the Boutique International in which 117 firms from 13 countries showed collections with the 'Boutique look' and a new feature 'Group F3,' an international group of leading fashion manufacturers producing exclusively young fashions. Eleven British firms exhibited under the auspices of the Clothing Export Council and with the support of the Board of Trade in the Boutique International. Three British firms showed independently in Group F3.

An 'informative' fashion parade was held by the fair authorities at 9.00 a.m. on the opening day, in the fair restaurant. There was a fashion show of foreign exhibitors' collections also organized by the fair authorities twice daily and a special children's fashion show each afternoon. The French firms also had fashion shows independently in their attractive boutique-style stands, while the Hong Kong Trade Development Council, who had their 12 exhibitors ranged on either side of a wide lane of elegant stands all in white, decorated with white Chinese lanterns, also had a salon in which they showed a small collection daily.

The British Clothing Export Council's fashion show, noticeably contemporary in presentation and in content, was held three times a day except on the final day when there was only a morning and an afternoon show. Firms showed their collections of colourful young fashions in a bright display in which models moved in swift succession to popular and swinging music. Well-timed and organized, it certainly deserved the packed audiences it attracted. All seats were taken some 20 minutes before each show and there was no room to stand by the time it began. It is estimated that 900 people a day saw the collections, a large proportion of them serious buyers.

The British fashion show area was situated strategically at one end of the main joint venture stand, which was organized by the Clothing Export Council supported by the Board of Trade. This joint venture group consisted of 28 British firms and it shared one of the main halls with the large French group and the Boutique International. The grouping of these large attractions undoubtedly contributed to the success reported by most of the British firms, both on the main stand and in the Boutique International. Nine firms reported firm orders for well over £10,000 each, one in the Boutique International taking orders for £50,000; and substantial follow-up orders were expected.

First Automotive Parts and Accessories Show held in Chicago

A report from the British Consulate-General, Chicago

THE FIRST annual trade show of the Automotive Parts and Accessories Association was held at the International Amphitheatre in Chicago from November 3 to 5. Among the 400 or so exhibitors in this new show were nine British firms taking part in a joint venture sponsored by the Society of Motor Manufacturers and Traders, and the Board of Trade, and getting in at the beginning of what gives every sign of being a successful annual series of automotive accessories shows.

The show as a whole was large, filling half the space of the vast International Amphitheatre. It was well attended by buyers from all parts of the United States and Canada. A very wide range of auto accessories was exhibited, mostly common accessories for domestic American cars, waxes, chemicals, oils and polishes, chamois leather, instruments and several stereo tape-playing systems and libraries of pre-recorded tapes. There were a number of high performance products exhibited, which is a field of particular interest to British manufacturers.

The British exhibits were naturally mainly of a sporting nature. We were showing steering wheels racing clothing, driving lights, silencers, gear knobs, key fobs, specialized tuning and speed equipment, switches, car conversions and automobile manuals. Apart from one Danish firm showing transmission hump consoles the United Kingdom firms were the only foreign participants, although there were a few foreign products, such as Japanese made tape players and instruments, on the stands of United States firms. While their participation in this new show was something of an experimental venture the British exhibitors had a good show. Their presence was much valued by the organizers, and they have prepared a ready welcome for a larger British element in future APAA shows.

British Pavilion at Baghdad Fair

A report from the British Embassy, Baghdad

THE BAGHDAD International Fair was held from October 1 to 30 and 20 foreign countries participated.

This was the first year that Britain had taken part. The Board of Trade organized a British Pavilion with an indoor area of 500 sq. metres containing stands of 11 agents and an outdoor site of 250 sq. metres on which were shown the products of five British companies represented by five local agents. The indoor pavilion exhibits included motor cycles, lawn mowers, paints, pumps, watches, cosmetics, sanitary ware, steel window sections, whisky, hand tools, automotive parts, oil filters, garage equipment and batteries. The outdoor site displayed various types of earth-moving equipment, diesel engines and bicycles.

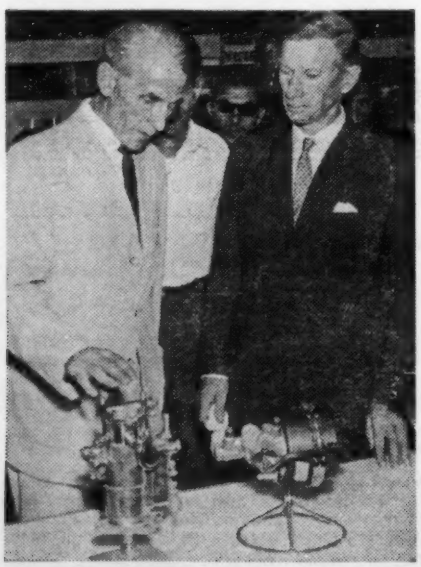
Great interest in the exhibits was shown by visitors to the pavilion and this was particularly true in the case of motor cycles where, during busy periods, there were viewers standing about three deep. Next in line of popularity seemed to be the watches and cosmetics stand, followed closely by the whisky, gin and vodka display.

As expected, the fairground was designated a Customs free area shortly before the fair opening.

Britain, as an exhibitor with a national pavilion, was granted an additional import quota of 100,000 Iraqi Dinars for capital goods and 10,000 Iraqi Dinars for consumer goods.

During the fair, HE Mr. H. G. Balfour-Paul, British Ambassador in Iraq, visited both the indoor pavilion and the outside site and on the opening day General Tikriti, the Deputy Premier and Minister of Defence, toured the pavilion.

Because import duty had not been paid and the goods had been entered on a temporary import licence, nothing was allowed to be sold from the stands. However, firm orders were placed for a number of goods, including three 22RB excavators, one Ruston Bucyrus 20 H, five loader shovels by Bray Construction Company and 12 BSA motor cycles.



Mr. H. G. Balfour-Paul, British Ambassador in Iraq, visited the British Pavilion at the Baghdad International Fair. Picture shows Mr. Balfour-Paul (right) and Mr. R. K. Hamilton, Second Secretary (Commercial) at the British Embassy, discussing exhibits on the stand of the Lucas and CAV agent.

OVERSEAS TRADE BUYERS AT INSPEX '69

INSPEX '69 – the Third Engineering Inspection and Control Exhibition, held at the Royal Horticultural Hall, Westminster, London, November 10 to 13, attracted 4,000 home and overseas trade visitors. The Ministry of Technology were among the exhibitors. The overseas countries represented included the Federal Republic of Germany, Switzerland, Belgium, Italy, Norway, Canada, the United States, Australia, Egypt, the Argentine and India. INSPEX '69 was organized by British Conferences and Exhibitions Ltd. The same company are organizing the first Engineering Design Exhibition and Conference at Brighton from March 2 to 6, 1970.

British electrical equipment on show at the European Centre for Nuclear Research

A report from the British Embassy at Berne

WITH THE kind of co-operation of the European Centre for Nuclear Research (CERN) at Meyrin near Geneva, an exhibition of British electrical and precision engineering equipment was held in the main building at CERN from November 3-7. The exhibition was sponsored by the British Electrical and Allied Manufacturers Association (BEAMA) and the Board of Trade, and 13 United Kingdom manufacturers displayed equipment on stands specially designed by the Central Office of Information.

A press conference to mark the inauguration of the exhibition, which was held at the British Consulate-General at Geneva on November 3, was attended by representatives of Swiss and foreign newspapers, and the exhibition was featured in the Swiss press and on Swiss television and radio. Mr. H. A. F. Hohler, the British Ambassador to Switzerland, visited the exhibition on November 5 and was received by Dr. Bernard Gregory, director general of CERN; they subsequently attended a reception which was held by the exhibitors for scientists and officials from CERN.

CERN's annual budget for 1969 is approximately £30 million. Of this, about 50 per cent is being devoted to the procurement programme for apparatus and experimental equipment, construction of new projects and purchases of general stores. In the main field covered by this exhibition, for example, CERN is the largest single purchaser of electronic components in Switzerland, and probably in Europe, and its purchases of standardized components and equipment – such as resistors, transistors, chassis equipment, valves, wires, cables, semi-conductors, integrated circuits – amounted to about £650,000 for the first eleven months of 1968. In addition, purchases by the various Divisions of CERN of non-standardized electronic components and equipment are estimated to amount to about £1 million a year. Total annual purchases of electronic components and equipment are therefore probably about £1,7 million. Because of its functions and size, CERN offers opportunities to British exporters over a very wide field.

Hitherto the level of CERN's purchases from the United Kingdom has been disappointing, and according to CERN one of the main reasons for this has been the lack of direct personal contact between CERN and potential United Kingdom suppliers. The present exhibition was therefore designed with the specific purpose of introducing executives of United Kingdom firms to CERN's buying departments, and of making it possible for the latter to see what a small sample of United Kingdom firms had to offer in their field.

The exhibition was an excellent presentation of up-to-date technical equipment, and the exhibitors and their local agents were unanimous in praising the display as an invaluable means of making their equipment known to the many hundreds of scientists and engineers at CERN. This is particularly valuable when it is remembered that these scientists return to their own countries after a spell at CERN, and that the knowledge of United Kingdom products which they pick up at CERN is therefore diffused all over Europe.

British firms interested in selling to CERN are advised in the first place to get in touch with the British Consulate-General, 37-39 rue de Vermont, 1202 Geneva. The Consulate-General will be pleased to advise firms about persons to be contacted at CERN for any particular product or service, and to assist representatives of British firms visiting Geneva.

Big British showing at 'Europort 69'

SOME 1,200 companies from 23 countries took part in the 8th International Maritime Exhibition in Amsterdam, 'Europort 69' - opened by the Dutch Prime Minister in the new Amstelhal on November 11 – bringing the number of standholders to 400 as compared with 300 in 1968. In addition, a congress was organized during the exhibition with speakers from Norway, the United States and Japan. Together with Oslo and London, Amsterdam's Europort has come to be regarded as one of the chief events for manufacturers of marine equipment.

In his opening speech, the Dutch Prime Minister pointed out that the developing countries now wanted to take their share of sea trade, so that the traditional seafaring nations had to face not only the problem of increasing specialization in building and equipment technique, but also intense competition. He felt sure that the Europort exhibition went some way towards providing solutions to some of the pressing technical problems.

First joint venture

This was the first British joint venture presentation to be held at Europort. Organized by the British Marine Export Council and the Board of Trade, 26 firms took part, exhibiting a wide range of products including main propulsion units, pumps and auxiliaries, deck machinery, communications and navigation equipment, instrumentation, electrical accessories, safety at sea equipment, tank cleaning systems, tank hatches, hydraulic valve systems, pneumatic disc clutches and brakes, cables, couplings and anti-vibration mountings. All companies were unanimous in their praise of the organization of the British participation, and were keen to repeat the experiment next year, with, if possible, an increase of space on this year's 7,340 sq. ft.

Specialized interest

Europort, of course, appeals to a highly specialized public – ship-owners, ship-builders, port authorities, and the like – and the British group reported excellent overseas interest in their equipment from the right quarters – navies were much in evidence. One company alone had over 100 export inquiries. Countries who cropped up constantly as being particularly interested in British products were the Federal Republic of Germany, Japan, Scandinavia, the Benelux countries, Poland, Czechoslovakia, France, Israel, USSR, Italy, Spain and the United States. Most of the joint venture group already deal extensively with the Benelux countries and feel that a Europort showing is essential for them to renew contacts with customers and agents; in several instances, orders were taken for hitherto unseen equipment.

The British stand, decorated in blue and white and surmounted by a large Union Jack, attracted a good deal of praise from other standholders and visitors. Of the 86 British firms who went to Europort under their own steam (in addition to the joint venture groups) the stand of the port of Felixstowe, linked with that of Rotterdam-Europort, was particularly effective.

The British marine industry has an excellent export record – most firms export at least 50 per cent of their output and many up to 80 per cent. They are all hopeful that, as a result of their participation at Europort 69, they will supply even more equipment to the world's ships and ports.

Toronto Interior Design Show focuses on contract carpeting

by P. F. Newman, British Government Office, Toronto

FOR THE THIRD consecutive year the British Carpet Manufacturers' Federation were the sponsors of a Board of Trade joint venture scheme stand at the important National Interior Design Show, Toronto (November 3 to 5). Since 1967 when this show first opened it has quickly developed an identity and character quite its own and is today acknowledged as being a show primarily concerned with the contract furnishing business.

It is estimated that about 40 per cent of all carpets being sold in Canada today are to furnishing contractors involved in the major business of carpeting the new high-rise office and apartment blocks which are pushing their 20 to 50 storey structures skyward in metropolitan Toronto and other major Canadian cities. In addition there is the wall-to-wall carpeting of new hotels, restaurants and bars; and, of course, the replacement of carpets as they wear in these buildings. Much of the demand for this kind of floor covering in these heavily trafficked public areas is because of the durability and ease of cleaning and maintenance of present-day carpets. It is much easier and quicker to vacuum sweep a floor daily than to drysweep or wash and polish it. And this is quite apart from the impression of warmth and luxury which carpeting conveys.

Another fast developing context in which carpeting is replacing the more traditional floor finishes is on verandahs, terraces, patios, around swimming pools, even on boat decks – anywhere where there is an open-air exposure constantly requiring cleaning and where a non-slip characteristic is most important. In this the man-made fibre range of present-day indoor/outdoor carpeting is creating a market which it takes volume production to fill. And that market is growing rapidly.

The British carpet manufacturers participating in this year's joint venture were Templetons, Grays, Gilt Edge and Lancaster Carpets. Each company had about 500 square feet of space on two separate rectangular island blocks on opposite sides of a main aisle. As one might expect in a show of this kind, with design as a theme, there was a highly sophisticated and professional standard of booth construction and product display throughout.

Despite the fact that all four British companies are already well represented in Canada they each reported that their presence in this show brought them new contacts and accounts and that in every way they felt their presence had been commercially justified. It seems likely therefore that in view of these favourable commercial reports plus the rapidly increasing significance of this comparatively new trade show in its specialized field, next year's British joint venture will be on a much larger scale. It should be remarked that, due to exhibitor request, this has already been tentatively scheduled for June 8, 9 and 10, 1970, in order to ensure that there will be more of a gap in time between it and the large Toronto Floorcoverings Show, which each January caters for the domestic retail market.

Inquiries regarding next year's show should be addressed by interested manufacturers either directly to Geoffrey H. Davidson, Executive Director of the British Carpets Export Promotion Council, at Dorland House, 14-16 Lower Regent Street, London, S.W.1, or to the Trade Promotions Branch of the Board of Trade, Tower Block, 26 Old Bailey, London, E.C.4.

British Menswear Guild success in Lisbon

IN RECOGNITION of the expanding market in Portugal for ready-made clothing and in particular the growing interest in British styles, the British Menswear Guild, supported by the British National Export Council, mounted a Shopping Fortnight with the co-operation of selected retailers in Lisbon for two weeks in the latter part of October. The promotion began with 12 shops, all existing Menswear Guild stockists, but a further six retailers were later allowed to join at their own urgent application. The Eduardo Martin clothing store extended its plans and included simultaneous Mary Quant and St. Michael promotions so that 80 per cent of its total merchandise on sale was British.

All the shops had lavish window displays, assisted by material supplied by the Board of Trade, and two Scots Guards pipers who played outside and inside all 18 participating shops brought large crowds. Sir James Hutchinson, BNEC Export Council for Europe's Member with special responsibility for Portugal, visited every participating shop.

In the view of the retailers who took part, the whole concept and execution of the shopping fortnight was highly successful, and there is a general wish for a similar and more ambitious venture in the near future.

'The enthusiasm was overwhelming', said Mr. Myron Ackerman, chairman of the BMG and chairman of Chester Barrie. 'Spectacular promotions are new to Lisbon and the people loved it. We were helped by generous press and TV coverage; 27 articles had appeared in the press even before the promotion opened. Our members were well satisfied with trading results, although we regard this as to some extent a long-term operation. There is a new middle class emerging which will provide scope for quality British merchandise of all kinds, and we clearly have the goodwill already.'

All the Menswear Guild members report orders 15 to 20 per cent above normal, both in stock buying and in re-ordering. Spectacular success was reported by Michelson's ties, who said: 'Every good retailer in the town had our ties prominently displayed, which we consider not only very good publicity for our name with the public, but also an incentive for other customers who were not in the BMG promotion to buy from us.

'On the second and third days of the promotion, the greatest proportion of the ties brought in for the event and for the Chrismas season were sold out, and in consequence of this substantial orders have been placed. Helped by this fact we took orders in Lisbon for spring delivery amounting to 25 per cent above last year's figures. One very important side effect which has come from these promotions and from British Weeks is, of course, that the liaison between us and our customers is so much more intensified.'

The accent of the displays was on ready made suits, rainwear, knitwear and accessories. However the organizations of the fortnight has given an additional impetus to the publicity and sales of British clothing beyond the products of member companies of the British Menswear Guild. It is indeed the conviction of Mr. Ackerman that such promotions as that in Lisbon must inevitably create spin-off benefit for the products of all other British manufacturers selling in the same market.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.1;* 13*A Castle St., Edinburgh* 2; *Brazennose St., Manchester* 2; 258 *Broad Street, Birmingham* 1; 109 *St. Mary St., Cardiff;* 50 *Fairfax St., Bristol* 1; 7-11 *Linenhall St., Belfast* 1; *or through any bookseller.*

Mr. Christopher Soames, HM Ambassador in Paris (right), looks at displays of British foodstuffs during the British promotions by five department stores in Bordeaux. Sales of a wide range of merchandise were greatly increased.

Shown visiting one of the sponsored retailers in Lisbon during the BMG Shopping Fortnight are, right to left: Sir James Hutchinson, BNEC Export Council for Europe; Mr. Macedo, agent for several Guild members; Mr. Myron Ackerman, Guild chairman; Mr. Brito, proprietor of the shop; Mr. E. Quick, DAKS-Simpson; Mr. R. P. Mitchell, Guild director; and two pipers of the Scots Guard.

Outstanding success of British promotions in Bordeaux

A report from the British Embassy at Paris

EXCELLENT RESULTS have been reported by the five Bordeaux department stores (Nouvelles Galeries, Dames de France, Monoprix, Prisunic and Thiery) which held simultaneous British promotions on October 16-31. Sales were greatly increased and several lines were sold out.

The Bordeaux promotions in particular proved to be a great success for Marks & Spencer, whose 'St. Michael' brand merchandise is increasingly becoming a feature of French department stores. In Bordeaux, sales at Nouvelles Galeries, Dames de France and Monoprix were up by as much as 800 per cent. Stores attributed Marks & Spencer's popularity to the value offered for money and to the predominantly classical and attractive designs which go down well in the south-west as well as in other parts of France.

Among the other clothing which sold well were: knitwear from Wolsey, printed cottons from Sanderson, men's ties, lingerie and women's corduroy trousers; rugs and cosmetics. Within three days of the promotion opening, Dames de France had sold 55 per cent of their stock of clothing. Thiery met with a greater demand for English suitings, while Harris tweed found virtually a new market, as a result of the special promotion in their store centred around a Scottish weaver and his hand loom. Seven schools sent pupils to see the loom in action.

Good sales were also reported of brassware, chinaware, trays, pewter, kitchen gadgets, printed tea-towels and stationery, stocks in some cases being insufficient to meet demand. It only took Monoprix three days to sell out 50 per cent of their entire British stock. Nouvelles Galeries met with so much success with their reproduction furniture that 70 per cent was sold within the first two days. As so often happens in promotions in France, the displays of British foodstuffs and confectionery tempted French appetites. Excellent sales were reported by Monoprix, Prisunic and Nouvelles Galeries of biscuits, preserves, sauces and confectionery. The Paris agent for Heinz sent a saleswomen down to Prisunic with most satisfactory results. Of the 150 new items put on the shelves by Prisunic for the promotion, 40 were so successful that they are to be kept permanently in stock in future.

The cars and motorcycles which were put into the stores to create an English atmosphere also came in for a good deal of attention. The local British Leyland agent was able to sell 10 cars at little cost to himself in extra publicity, while the Triumph agent sold a heavy-weight motorcycle.

Judging from stores' comments after the promotion, there is no doubt but that British products can look to better sales in the future as a result of the exposure they received last month. Both the stores and the French public were introduced to many lines which had never been seen in the area before. From now on, more British clothing, reproduction furniture, giftware, foodstuffs and confectionery will be seen in Bordeaux. Dames de France were so encouraged by the success of their 'Way In' boutique, which also brought business to their tea-room, that they are retaining it as a permanent feature of the store. Having seen what a British promotion can do, stores are already speaking about another promotion either in 1970 or 1971.

Nor will the results be limited to Bordeaux. Dames de France were so pleased with the products they saw in London while prospecting for new sources of supply for their Bordeaux promotion, that they have already decided to do another British promotion next autumn in their larger Marseilles store. Nouvelles Galeries, too, were sufficiently encouraged by the reception given to their range of Marks & Spencer's products to want to do a large promotion next summer in their latest store near Nice Airport, and to follow this up in October with further promotions in 17 of their largest stores, all of which will make a special feature of Marks & Spencer's merchandise.

Selling to Argentina

MR. ROY MASON, President of the Board of Trade, will open a BNEC briefing conference for exhibitors at next year's British Industrial Exhibition in Buenos Aires (November, 1970) on February 4 at the Royal Lancaster Hotel, London. During the conference leading Argentine businessmen will speak on the wide range of industrial equipment which Argentina requires from overseas suppliers. At present British firms hold 7 per cent of the country's import market, running at £660 million annually.

Applications for tickets, price £7 10s., should reach BNEC, 6/14 Dean Farrar Street, London, S.W.1, not later than December 19.

British Week poster wins Vienna award

THE British Week poster – an over life-size, boldly drawn affiche in mauve and black, showing a young, mini-coated woman hurrying homeward, her large shopping bag filled to the brim with British goods – has been awarded a Design Diploma by the Cultural Office of the City of Vienna.

Nearly 8ft. high and 6ft. wide, the poster, which appeared on hoardings throughout Vienna for a whole month leading up to the opening of British Week on October 10, was produced by the Central Office of Information. The artists responsible for the design were Reginald Mount and Eileen Evans, while the red, white and blue carrier bag so prominently featured in the poster, was the work of Margaret Souttar. All three artists will receive a diploma signed by the 'Stadtrat fuer Kultur' of Vienna, Vice-Burgomaster Frau Dr. Gertrude Sandner.

For the past 18 years, Vienna has conducted a quarterly appraisal of posters appearing in the city; every three months, between two and eight posters are selected by a panel of art experts as deserving of an award. (The British Week poster was adjudged one of the best designs of the third quarter of 1969.) At the end of each year, the award-winning posters are brought together, judged afresh and three final winners are chosen.

Overseas Trade and Exports

Luxembourg's Tax on Value Added

From the Commercial Department of the British Embassy, Luxembourg

TAX ON VALUE ADDED (TVA) becomes effective in Luxembourg from January 1, 1970. TVA will replace the present turnover tax; all transactions relating to goods and services by a taxpayer in the performance of his business and the importation of goods are liable.

The implementation of the Act of August 5, 1969, giving effect to TVA, has been complicated by the decision of the Belgian Government last September to postpone introduction of the tax until 1971 and therefore some administrative details remain to be settled. Stemming also from the Belgian decision, the Luxembourg Government have introduced a transitional period during which certain products will be subject to a preferential rate for a period of six months as from January 1, 1970. This period may be extended to one year.

Basis of assessment

TVA is chargeable at the moment goods are placed at the disposal of the purchaser and at every stage of production and distribution. In practice this means that the seller adds to his selling price the amount of tax due on a transaction, quoting it separately on the invoice. In assessing the amount of tax payable he deducts from it all taxes previously paid on the goods when he bought them as shown on his supplier's invoices, i.e. the tax the seller pays is assessed on the value he adds to the goods. The delivery of goods also establishes liability to the tax. For transactions within Luxembourg the tax is chargeable at the time of issue of the invoice, which must be issued within 25 days of the end of the month in which delivery has been made. Assessment and payments of the tax will be made periodically.

Rates of tax

The general rate will be 8 per cent, but there will be a reduced rate of 4 per cent applicable to foodstuffs, agricultural products, solid and liquid fuels, newspapers, periodicals, public transport. There will be a zero tariff for:

goods and services for export,
transit traffic,
transport charges for imported goods,
public transport leaving and entering the country,
post office services,
banks,
insurance companies,
rent on estates (except hotel rooms, machinery or business equipment),
medical services (and auxiliaries),
home help,
cultural organizations,
sporting organizations.

During the six months (or one year) of the transition period various consumer goods will be taxed at a reduced rate e.g. for foodstuffs, bakery and dairy products and for pharmaceuticals the rate will be 2 per cent instead of 4 per cent; the hotel industry will be taxed at 4 per cent instead of 8 per cent. The tax on importation and sales of tobacco will be reduced by 50 per cent for the first year.

Obligations of the tax payer

1. To advise the local authorities on the establishment of his business and of any change in its scope and its termination.
2. To prepare invoices showing the cost of goods or services and the amount of TVA applicable.
3. To submit each month a declaration of transactions covered by TVA and containing all information necessary to calculate the tax chargeable and authorized deductions.
4. To pay the tax due within the prescribed period, depending on the size of the business.
5. To submit each year, not later than March 31, a declaration showing the total value of transactions with each trader.

Control and penalties

The Government has authority for its representatives to visit tax payers and examine accounts, vouchers and other documents to ensure that correct returns are being made. Records must be kept for a period of 10 years. The penalty for failures ranges from L.Fr.500 to L.Fr.50,000.

Transitional period

Stock on hand valued at more than L.Fr.50,000 on the last day of application of the turnover tax will include the value of turnover tax which may be deducted from TVA within the period between the second quarter 1970 and the first quarter 1971. The refund does not include tax on capital goods and equipment. The TVA paid on these items after January 1, 1970, may be deducted by stages – 50 per cent in 1970, 85 per cent in 1971 and 100 per cent as from 1972.

Effect on prices

The Government estimate that the introduction of the TVA will lead to an average rise in domestic prices of between 2 and 2½ per cent, although during the transitional period this rise should be less.

Points for exporters

British exporters who have no branch or agent in Luxembourg cannot themselves be liable to TVA. They have therefore to appoint a responsible agent or distributor whose normal residence is in Luxembourg.

Certain minor administrative details may still be subject to amendment and no further information is yet available.

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom aid to developing countries

Pakistan

BRITAIN IS TO provide economic assistance to Pakistan to the value of £6 million under a loan agreement signed in Islamabad. The money will be used for the purchase from Britain of chemicals, fertilizer forgings and castings, marine diesel engines, printing machinery, scientific equipment and spare parts of various kinds needed to maintain industrial and agricultural production.

This loan represents the £5.5 million of non-project aid which Britain pledged at the Pakistan Consortium meeting in Paris last May, plus an additional £½ million of non-project aid which it has subsequently proved possible to offer. The loan is interest free and repayable over a period of 25 years, including an initial seven years grace period.

In addition to non-project aid Britain also pledged £4 million for project aid at its 1969 Consortium and a loan agreement for £2.5 million of this to be used for the Tarbela Dam has already been signed. It is expected that most of the £1.5 million remaining from this pledge will be required to complete the project for the electrification of the Pakistan Western Railway between Khanewal and Lahore.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222, 7877, Ext. 2278), quoting reference CRE 1535/69.

Fiji

THE MINISTRY of Overseas Development is making a grant of £95,319 to Fiji from Colonial Development and Welfare funds, for the reconstruction of the island's only Government teachers' training college at Nasinu.

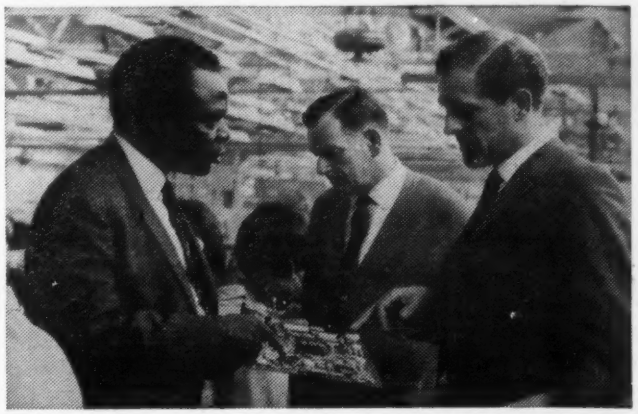
The rebuilding is planned over the period 1969-70 and provides facilities for 300 students – 120 men and 180 women – bringing the college into line with modern educational trends. The total cost of the project is about £300,000. It is also hoped to build a second college to train primary school teachers.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, 1 Victoria Street, S.W.1, quoting reference CRE 18058/G (Tel. 01-222 7877, Ext. 2321).

Turkey

BRITAIN IS TO lend Turkey £1.432 million on interest free terms for the provision of British goods and services as a contribution towards the expansion of a polyethylene plant being undertaken by Simon Carves Chemical Engineering Ltd., at Yarimca. The new loan is provided as part of Britain's continuing aid to Turkey as a member of the OECD's Turkish Aid Consortium.

Inquiries relating to this notice should be addressed to Commercial Relations and Export Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2497), quoting reference number CRE 28168/G.



Mr. A. S. Goubadia, the vice-president of Lagos Chamber of Commerce and managing director of a Nigerian electronics company, recently visited TV Manufacturing Ltd. at Lowestoft during a tour organized by the African Committee of the British National Export Council. Mr. Goubadia is shown examining television chassis panels and talking to Mr. Colin Stewart, TVM's overseas assembly division manager.

Insured air mail services to New Zealand

POSTAL HEADQUARTERS announce that from December 1 insured letters and boxes may be sent by air to New Zealand. The insured limit will be £370. In addition, the insured limit for air parcels will be increased to £370 from that date.

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Japan, Madagascar (The Malagasy Republic), Kuwait and Denmark, have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

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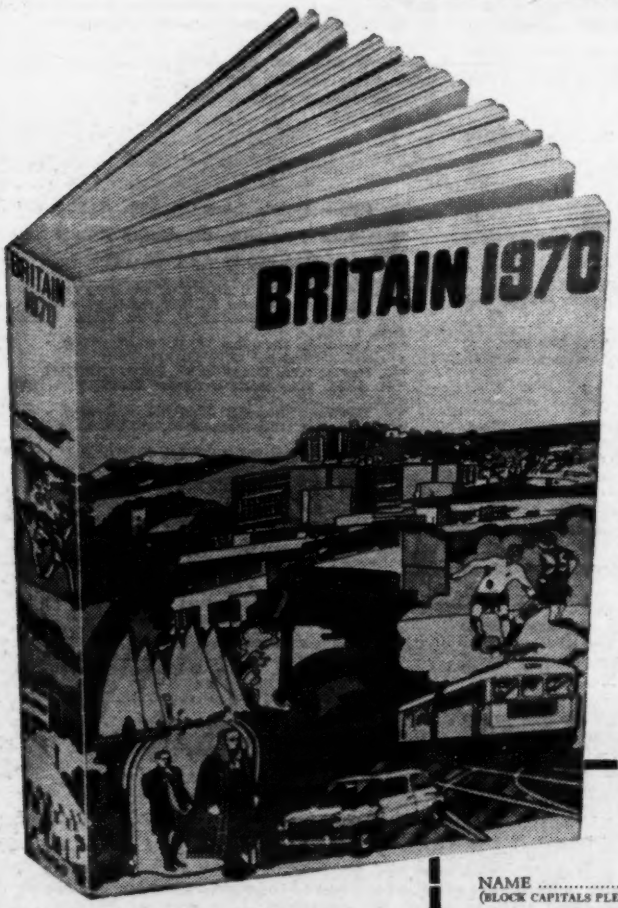
All about Britain

Send your overseas business friends this 520 page greetings card for Christmas



The Board of Trade is again sponsoring a gift scheme, whereby your overseas business associates can receive copies of "Britain 1970" – with your compliments – direct from Her Majesty's Stationery Office.

Running to 520 pages or more, it is a detailed and comprehensive guide to just about every aspect of the British way of life.

Prepared each year by the Central Office of Information in collaboration with other Government departments, this illustrated volume will make a splendid Christmas or New Year gift for your overseas business friends.

The book's nineteen chapters cover everything about Britain today: from the latest industrial production index to the advancement of the Sciences and the Arts – from the National Health Service to the origins of cricket.

The cost to you is only 36/6 per copy, including overseas postage, and in addition you receive attractive greetings cards with envelopes to despatch to your overseas friends. This way, you can let them know that a copy of "Britain 1970" will be reaching them in the New Year as a gift from you.

To find out more about the scheme, fill in and post the coupon below.

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Post this coupon to: U.K. Publicity Section (707), Board of Trade, 1 Victoria St, London, SW1.

Opportunities for exporters—calls for tender

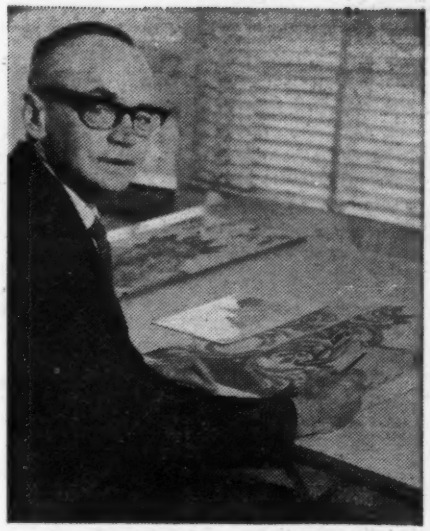
Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photo copies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*



Mr. John Gillam, a senior designer with Gilt Edge Carpets Ltd., Kidderminster, specializes in producing the Fontainebleau range of designs. Recently he returned from one of his regular visits to Paris, with details of two new designs which will be shown for the first time at the Salon du Tapis in Paris, also at Frankfurt. Mr. Gillam has been personally associated with the company's export drive for many years through the work he has done on Fontainebleau squares, which are extremely successful in France.

ALGERIA

Bulletin 223/69

ALGERIAN CIVIL DEFENCE AUTHORITY:
*46s. (In French.) **Fire Fighting Launch.** December 30. E.S.B. 47507/69/J.

ALGERIAN RADIO & TELEVISION AUTHORITY (RTA):
Lighting Equipment. February 28, 1970. E.S.B. 47504/69/J.

ANGOLA

Bulletin 224/69

INSTITUTO DAS INDUSTRIAS DE PESCA DE ANGOLA:
*1s. **Silos.** December 15. E.S.B. 47521/69/J.

Bulletin 226/69

Containers for Transportation of Frozen Food. December 17. E.S.B. 48084/69/J.

AUSTRALIA

Bulletin 222/69

STATE ELECTRICITY COMMISSION OF VICTORIA:
*41s. **Isolators, Fuses.** January 5, 1970. E.S.B. 46962/69/J.
*81s. **Lift.** December 15. E.S.B. 46961/69/J.

Bulletin 223/69

NATIONAL CAPITAL DEVELOPMENT COMMISSION:
Mechanical and Electrical Services. December 16. E.S.B. 47570/69/J.

HYDRO-ELECTRIC COMMISSION OF TASMANIA:
*51s. **Butterfly Valves.** (Further Information.) E.S.B. 46787/69/J.

DEPARTMENT OF SUPPLY:
*10s. **Grinding Machine.** (Further Information.) E.S.B. 46138/69/J.

Bulletin 224/69

CSIRO:
*4s. **Electron Microscope.** (Further Information.) E.S.B. 46784/69/J.

NATIONAL CAPITAL DEVELOPMENT COMMISSION:
Construction of Schools. December 9. E.S.B. 47569/69/J.

Bulletin 226/69

BRISBANE CITY COUNCIL:
*21s. **Flow Metering Equipment.** December 10. E.S.B. 48085/69/J and 48086/69/J.

BELGIUM

Bulletin 222/69

FORCES ARMEES:
Fish. December 12. E.S.B. 46944/69/J.

BRAZIL

Bulletin 224/69

CENTRAIS ELECTRICAS DE FURNAS:
*14s. **Dam-Gates and Equipment.** (Further Information.) E.S.B. 46742/69/J.

Bulletin 225/69

CIA PAULISTA DE ESTRADOS DE FERRO:
*2s. **Augers.** Closing date not stated. E.S.B. 48032/69/J.

BURMA

Bulletin 222/69

PEOPLE'S OIL INDUSTRY:
*2s. **Tin Plate Sides.** January 15, 1970. E.S.B. 46305/69/J.
*3s. **Grinding Wheels.** December 15. E.S.B. 47160/69/J.
*6s. **Pipe Fittings.** December 15. E.S.B. 47157/69/J.
*3s. **Vehicles.** December 20. E.S.B. 47156/69/J.

Bulletin 223/69

*3s. **Hose.** December 15. E.S.B. 47154/69/J.
*3s. **Vehicles.** December 31. E.S.B. 47169/69/J.
*2s. **Calcium Carbide.** January 31, 1970. E.S.B. 47163/69/J.
*3s. **Laboratory Equipment.** December 15. E.S.B. 47168/69/J.
*6s. **Valves.** December 15. E.S.B. 47155/69/J.
*3s. each respectively. **Vehicles.** December 31. E.S.B. 47142/69/J, 47143/69/J, 47144/69/J and 47145/69/J.
*3s. **Hand Tools.** January 31, 1970. E.S.B. 47147/69/J.
*2s. **Brake Linings.** January 31, 1970. E.S.B. 47148/69/J.
*3s. **Chemicals.** December 15. E.S.B. 47150/69/J.
*7s. **Valves.** December 15. E.S.B. 47152/69/J.
*3s. **Fuel Additive.** December 15. E.S.B. 47153/69/J.
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*4s. **Vehicles.** December 15. E.S.B. 47137/69/J.
*4s. **Winch Tractor.** December 15 and 31 respectively. E.S.B. 47138/69/J, 47139/69/J.
*3s. **Vehicles.** December 31. E.S.B. 47141/69/J.
*3s. **Drilling Rigs.** December 31. E.S.B. 47140/69/J.
*4s. **Welding Hose and Protective Equipment.** December 16. E.S.B. 47164/69/J.
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*4s. **Footwear Machinery.** December 15. E.S.B. 47132/69/J.

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*Rubber Spring Pads. January 19, 1970. E.S.B. 47567/69/J.
*Bar-bending, Drilling, Riveting Machines. January 23, 1970. E.S.B. 47562/69/J.

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*3s. Dye. December 15. E.S.B. 47597/69/J.
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*12s. Chemicals. December 31. E.S.B. 47529/69/J.
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*8s. Chemicals. December 31. E.S.B. 47537/69/J.
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*3s. Veneer Dryer. December 27. E.S.B. 47552/69/J.
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*3s. Steel Wire Ropes. December 31. E.S.B. 47811/69/J.
STATE TIMBER BOARD:
*3s. Saw Sharpener. December 22. E.S.B. 47872/69/J.

CANADA

Bulletin 222/69
BRITISH COLUMBIA HYDRO AND POWER AUTHORITY:
Buses. December 16. E.S.B. 47115/69/J.
Vehicles. December 16. E.S.B. 47116/69/J.

Bulletin 225/69
MANITOBA HYDRO:
Oil Circuit Reclosers. December 29. E.S.B. 48039/69/J.

Bulletin 226/69
Generating Unit. December 15. E.S.B. 48202/69/J.

CEYLON

Bulletin 222/69
DEPARTMENT OF RURAL DEVELOPMENT AND SMALL INDUSTRIES:
*5s. Textile Vat Dyes. February 1, 1970. E.S.B. 47101/69/J.
*6s. Yarn. December 17. E.S.B. 47000/69/J.
COLOMBO MUNICIPAL COUNCIL:
Cast Iron Pipes and Fittings. December 18. E.S.B. 47102/69/J.

CHILE

Bulletin 224/69
EMPRESA NACIONAL DE ELECTRICIDAD SA:
*Electrical Engineering Project. Closing date postponed to January 14, 1970. (Further Information.) E.S.B. 33741/69/J.

Bulletin 225/69
*89s. Conductor Fittings; Overhead Transmission Lines; Fittings. December 17. E.S.B. 48033/69/J.

COLOMBIA

Bulletin 222/69
EMPRESA DE ENERGIA ELECTRICA DE BOGOTA:
Measuring Units. January 19, 1970. E.S.B. 46964/69/J.
Radio Telephone Equipment. January 12, 1970. E.S.B. 46966/69/J.

DENMARK

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ISEFJORD POWER COMPANY:
*Boiler Plant. January 12, 1970. E.S.B. 48059//69J.

GHANA

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GHANA SUPPLY COMMISSION:
*2s. Pumps. December 8. E.S.B. 47590/69/J.
*78s. Pumps, Pipework and Equipment. (Further Information.) E.S.B. 46794/69/J.

GREECE

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MINISTRY OF NATIONAL DEFENCE:
*8s. Vehicle Chassis. December 23. E.S.B. 46757/69/J.

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MINISTRY OF TRADE:
*6s. Balances, Laboratory Equipment. December 8. E.S.B. 46152/69/J.

Bulletin 226/69
*15s. Offset Rotary Press. (Further Information.) This tender has been re-issued and closing date now December 15.E.S.B. 20152/69/J.
*5s. Laboratory Equipment. December 8. E.S.B. 48089/69/J.
*3s. Auto Pilot. December 12. E.S.B. 48090/69/J.
*3s. Scarifiers. (Further Information.) Closing date postponed to December 8. E.S.B. 30219/69/J.

INDIA

Bulletin 223/69
DIRECTORATE-GENERAL OF SUPPLIES AND DISPOSALS:
Dam Slide Gates, Hoists, Control Equipment. (Further Information.) Closing date postponed to December 5. E.S.B. 37311/69/J.

Bulletin 224/69
*Pickling, Cleaning and Bondering Unit. December 9. E.S.B. 47592/69/J.
*Degreasing Unit. December 31. E.S.B. 47591/69/J.
BEAS ORGANIZATION:
*9s. Steel Plates. January 5, 1970. E.S.B. 47594/69/J.
*3s. Stainless Steel Plates. December 8. E.S.B. 47598/69/J.
BHARAT HEAVY PLATE AND VESSELS LTD.:
*5s. Steel Discs. December 16. E.S.B. 47600/69/J.
*9s. Tubes, Pipes. December 15. E.S.B. 47599/69/J.

Bulletin 227/69
DIRECTORATE-GENERAL OF SUPPLIES AND DISPOSALS:
*Grinding Machine. (Further Information.) E.S.B. 46332/69/J.
UP STATE ELECTRICITY BOARD:
*1s. (Press notice.) Transformers. January 28, 1970. E.S.B. 48093/69/J.

IRAQ

Bulletin 224/69
MINISTRY OF OIL AND MINERALS:
Steel Plate. December 13. E.S.B. 47813/69/J.
STATE ORGANIZATION OF INDUSTRY:
Cable and Accessories. January 1, 1970. E.S.B. 47815/69/J.
Cotton. December 25. E.S.B. 47816/69/J.
Machine Tools. January 4, 1970. E.S.B. 47817/69/J.
MOSUL MUNICIPALITY:
Asphalt Plant, Stone Crusher. Closing date not stated. E.S.B. 47812/69/J.

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GENERAL ESTABLISHMENT FOR DRUGS:
*10s. Antibiotics. (Further Information.) E.S.B. 46931/69/J.
NATIONAL ELECTRICITY ADMINISTRATION:
*11s. Water Chiller. (Further Information.) E.S.B. 46928/69/J.
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*2s. Machine Tools, Furnace, Welder. Closing date not stated. E.S.B. 48082/69/J.
IRAQI DATES ORGANIZATION:
*8s. Packaging Materials. December 25. E.S.B. 48081/69/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
*Water Supply Scheme. February 2, 1970. E.S.B. 48087/69/J.

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IRAQI DATES ORGANIZATION:
*6s. Date Boxes and Accessories. December 15. E.S.B. 48080/69/J.

IRISH REPUBLIC

Bulletin 225/69
CORAS IOMPAIR EIREANN:
Railway Steamheating Boiler Vans. January 14, 1970. E.S.B. 48019/69/J.

Bulletin 226/69
DUBLIN HEALTH AUTHORITY:
X-ray Apparatus. December 8. E.S.B. 48076/69/J.

IVORY COAST

Bulletin 226/69
MODERNIZATION AGRICOLE DE LA COTE D'IVOIRE:
Insecticides. December 10. E.S.B. 48027/69/J.

JORDAN

Bulletin 222/69
JORDAN PHOSPHATE MINES CO. LTD.:
*2s. Meters, Transformers. December 15. E.S.B. 47103/69/J.

KENYA

Bulletin 225/69
MINISTRY OF WORKS:
Construction of Roads. (Advance Information.) E.S.B. 48020/69/J.

KOREA

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OFFICE OF SUPPLY:
*9s. Multiplex Telegraph System; Meters; Testers; Crystals. December 12. E.S.B. 47846/69/J.
*5s. Film Projectors and Parts. December 9. E.S.B. 47847/69/J.
*5s. Copying Machines; Photographic Equipment. December 11. E.S.B. 47849/69/J.
*3s. Transducer; Meters; Paper. December 8. E.S.B. 47853/69/J.

KUWAIT

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CENTRAL TENDERS COMMITTEE:
*17s. Submersible Pumps. December 16. E.S.B. 48021/69/J.
*9s. Pipe Wrapping Tape. December 14. E.S.B. 48022/69/J.
*16s. Steel Pipes and Fittings. December 14. E.S.B. 48023/69/J.

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KUWAIT NATIONAL PETROLEUM COMPANY:
*3s. Corrosion Inhibitors. December 8. E.S.B. 48063/69/J.
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LEBANON

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UNITED NATIONS RELIEF AND WORKS AGENCY HEADQUARTERS:
*15s. Timber. December 16. E.S.B. 47803/69/J.
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UNIVERSITY OF LIBYA:
Construction of College. Closing date postponed to December 20. (Further Information.) E.S.B. 34782/69/J.
MINISTRY OF FINANCE:
Construction of a Conference Hall. This project is cancelled. E.S.B. 32115/69/J.
Construction of Cultural Centre. This project is cancelled. E.S.B. 29761/69/J.
NATIONAL SOCIAL INSURANCE INSTITUTION:
***Constructional Projects.** Closing date postponed to February 14, 1970. (Further Information.) E.S.B. 36601/69/J.

MALAYSIA

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SABAH PADI BOARD:
*12s. **Rice Mill Equipment.** (Further Information.) Closing date extended to December 1. E.S.B. 42231/69/J.

MALTA

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TREASURY:
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*Paper. December 18. E.S.B. 48077/69/J.
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DUNEDIN CITY CORPORATION:
Batteries and Automatic Charger Units. December 22. E.S.B. 47501/69/J.
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Construction of Schools. December 15. E.S.B. 47596/69/J.
NIGERIAN BROADCASTING CORPORATION:
Dismantling and Installation of Air Conditioning Plant. December 8. E.S.B. 47829/69/J.

Bulletin 226/69

MINISTRY OF WORKS AND TRANSPORT:
Water Supply Scheme. January 31, 1970. E.S.B. 48062/69/J.

PAKISTAN

Bulletin 224/69

DIRECTOR OF PROCUREMENT AND STORES:
Construction of Sewers. January 1, 1970. E.S.B. 47809/69/J.
Laying of Pipe and Installation of Hydrants. December 15. E.S.B. 47810/69/J.

SAUDI ARABIA

Bulletin 224/69

DIRECTORATE OF GENERAL SECURITY:
Paint. December 21. E.S.B. 47188/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 224/69

PUBLIC WORKS DEPARTMENT:
*4s. **Sewage Treatment Works Extensions.** December 12. E.S.B. 47190/69/J.
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*2s. **Tyres, Tubes and Valves.** December 11. E.S.B. 47866/69/J.
*3s. **Valves.** December 17 and January 8, 1970 respectively. E.S.B. 47865/69/J and 47861/69/J.
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THAILAND

Bulletin 224/69

DEPARTMENT OF VOCATIONAL EDUCATION:
***Electronics Equipment.** January 15, 1970. E.S.B. 47581/69/J.
GOVERNMENT PHARMACEUTICAL ORGANIZATION:
Sulfadiazine Powder. December 5. E.S.B. 47589/69/J.
THAILAND TOBACCO MONOPOLY:
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TUNISIA

Bulletin 223/69

SOCIETE TUNISIENNE DE DIFFUSION:
*8s. (In French.) **Paper.** January 14, 1970. E.S.B. 47509/69/J.

TURKEY

Bulletin 225/69

NAVAL FORCES COMMAND:
*11s. **Overhead Crane.** December 30. E.S.B. 47876/69/J.
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Bulletin 224/69

UNITED STATES CORPS OF ENGINEERS:
*86s. **Transformers.** January 13, 1970. E.S.B. 47517/69/J.

URUGUAY

Bulletin 223/69

ANCAP:
*11s. (In Spanish.) **Milling Machine Tools.** December 19. E.S.B. 47191/69/J.

Bulletin 224/69

Amyl Alcohol. (Further Information.) Closing date postponed to December 11. E.S.B. 31798/69/J.
CONAPROLE (STATE DAIRY CORPORATION):
Milk Tanks. December 30. E.S.B. 47184/69/J.

VENEZUELA

Bulletin 224/69

NATIONAL INSTITUTE OF SANITARY WORKS:
*1s. (Announcement.) **Pipes and Fittings.** December 19. E.S.B. 47580/69/J.

VIETNAM

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INDUSTRIAL DEVELOPMENT CENTRE:
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ZAMBIA

Bulletin 224/69

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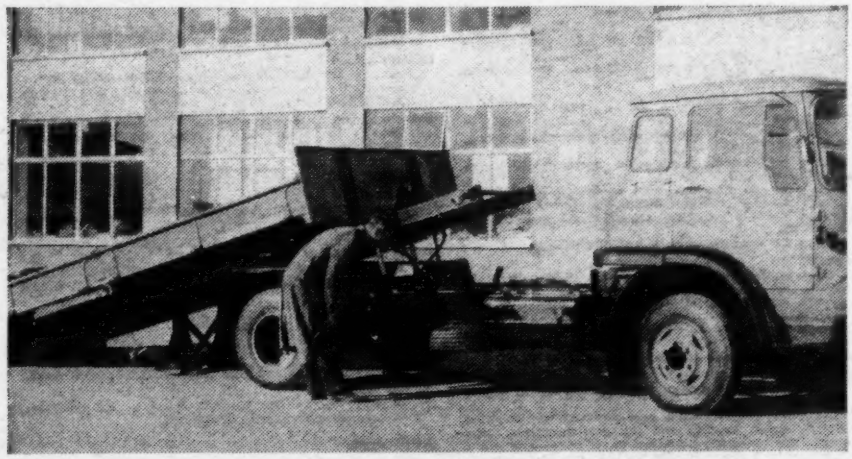

This Bedford truck, equipped with a 'Bri-Mec' lorry body manufactured by Bristol Metal Contracts Ltd has been ordered by a Swiss company for the speedy on/off loading in the delivery and demonstration of small snow ploughs throughout the Continent. In this picture the body has been fully extended by hydraulic rams to form its own loading ramp.

ABU DHABI

Bulletin 225/69
15s. Inquiry for laboratory equipment and materials – further information. E.S.B. 40204/69/J.

AUSTRALIA

Bulletin 222/69
Inquiry for plastic counting wheels for water meters. E.S.B. 47039/69/J.

Bulletin 223/69
Agency inquiry for pumps. E.S.B. 45254/69/J.

Bulletin 226/69
Agency inquiry for tinned and frozen foodstuffs. E.S.B. 47656/69/J.
Inquiry for vehicle radiator components. E.S.B. 47437/69/J.
Agency inquiry for foodstuffs. E.S.B. 37958/69/J.
Inquiry for axle units; towing hooks; winches. E.S.B. 47637/69/J.
Special advisory authority inquiry on vegetable oils. CRE 1506/69/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 223/69
8s. Inquiry for wire grips. E.S.B. A/75/69/J.
Inquiry for chemicals. E.S.B. S/116/69/J.
Inquiry for packaging machine. E.S.B. S/117/69/J.
Inquiry for drugs. E.S.B. S/118, S/119, S/120, S/121, S/122 and S/123/69/J.

Bulletin 225/69
3s. Inquiry for milling and engraving machine. E.S.B. A/76/69/J.

AUSTRIA

Bulletin 225/69
Inquiry for shirting. E.S.B. 47739/69/J.
Inquiry for clothing. E.S.B. 47677/69/J.
Inquiry for automobile body repair and painting equipment. E.S.B. 47679/69/J.
Inquiry for cement; telephones; whisky. E.S.B. 47693/69/J.

Bulletin 226/69
Inquiry for artificial glass sheets. E.S.B. 41738/69/J.
Inquiry for office machinery. E.S.B. 48136/69/J.

BELGIUM

Bulletin 223/69
Inquiry for disinfectants. E.S.B. 47485/69/J.

Bulletin 224/69
Inquiry for bath robes; bath towels; household articles; tablecloths. E.S.B. 47100/69/J.

Bulletin 225/69
Agency inquiry for bathroom scales; fancy goods; glassware; hand tools; stainless steel domestic articles. E.S.B. 46479/69/J.

BERLIN

Bulletin 223/69
Agency inquiry for bathroom fittings and furnishings. E.S.B. 46876/69/J.

Bulletin 226/69
Agency inquiry for foodstuffs. E.S.B. 47728/69/J.

BOLIVIA

Bulletin 224/69
Agency inquiry for shovels; wheelbarrows. E.S.B. 16151/69/J.

CANADA

Bulletin 223/69
Agency inquiry for industrial safety belts. E.S.B. 47220/69/J.

Bulletin 224/69
Inquiry for acrylic sheeting. E.S.B. 47404/69/J.

Bulletin 225/69
Inquiry for automotive type nuts; spring wire. E.S.B. 47798/69/J.
Agency inquiry for shirt fabrics and collar linings. E.S.B. 47451/69/J.
Agency inquiry for pet products and equipment. E.S.B. 47329/69/J.
Inquiry for draperies; drapery hardware; rugs and runners; venetian blinds. E.S.B. 47799/69/J.
Agency inquiry for wire. E.S.B. 46451/69/J.

Bulletin 226/69
Inquiry for luggage components and materials. E.S.B. 47947/69/J.
Inquiry for dresses; jump suits; knitwear; trouser suits. E.S.B. 3625/69/J.

CENTRAL AND SOUTH AMERICA

Bulletin 223/69
Agency inquiry for agricultural machinery and spares; all other types of machinery and spares; tractor spares. E.S.B. 39415/69/J.

CHILE

Bulletin 222/69
Inquiry for garage workshop machinery and equipment. E.S.B. 37433/69/J.

CONGO, DEMOCRATIC REPUBLIC OF THE

Bulletin 224/69
*23s. Inquiry for steel, plates, bars, rounds, squares and sections. E.S.B. 26867/68/J.

CYPRUS

Bulletin 226/69
Agency inquiry for electric household appliances; lighting equipment. E.S.B. 47782/69/J.

DENMARK

Bulletin 223/69
Agency inquiry for handbags; leather goods; travel goods. E.S.B. 47077/69/J.

Bulletin 224/69
Inquiry for ventilation equipment. E.S.B. 37940/69/J.

Bulletin 225/69
Inquiry for safety belts. E.S.B. 25458/68/J.

DUBAI

Bulletin 225/69
Inquiry for clothing. E.S.B. 43439/69/J.
Inquiry for concrete mixers; paints; suspended ceilings. E.S.B. 23474/69/J.

Bulletin 226/69
Inquiry for posters. E.S.B. 48106/69/J.

ECUADOR

Bulletin 225/69
Inquiry for clothes making machines; dress models and patterns. E.S.B. 46625/69/J.

EL SALVADOR

Bulletin 225/69
Agency inquiry for electric motors; milk cans. E.S.B. 43481/69/J.
Agency inquiry for hydrogen peroxide; paraffin wax E.S.B. 47063/69/J.

ETHIOPIA

Bulletin 226/69
Agency inquiry for chemicals. E.S.B. 47684/69/J and 47489/69/J.

FINLAND

Bulletin 222/69
Agency inquiry for shaving cream; soaps; toothpaste. E.S.B. 5728/69/J.

Bulletin 223/69
Inquiry for belts. E.S.B. 46620/69/J.

Bulletin 224/69
Agency inquiry for velvet. E.S.B. 46543/69/J.

Bulletin 225/69
*11s. Inquiry for bolts; nuts; screws and washers. E.S.B. 47723/69/J.
Agency inquiry for wire rope. E.S.B. 47681/69/J.

Bulletin 226/69
Inquiry for spring steel. E.S.B. 47663/69/J.

FRANCE

Bulletin 222/69
*Inquiry for flat-hard blued and grey steel sections. E.S.B. 26041/69/J.
Inquiry for riveting machines; stamping presses. E.S.B. 47261/69/J.

Bulletin 225/69
Inquiry for steel plates and tubes. E.S.B. 46438/69/J.
Agency inquiry for riding boots, caps and equipment. E.S.B. 47076/69/J.

Bulletin 226/69
Agency inquiry for baths; radiators; sanitaryware and fittings. E.S.B. 23681/69/J.
Inquiry for cambric handkerchiefs. E.S.B. 48118/69/J.
Inquiry for cardboard tube winding machinery. E.S.B. 47936/69/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 222/69
Inquiry for frozen fish. E.S.B. 39587/68/J.
Inquiry for foodstuffs. E.S.B. 47269/69/J.
Inquiry for packaging paper. E.S.B. 31404/69/J.
Inquiry for measuring equipment; analysis equipment. E.S.B. 46436/69/J.

Bulletin 223/69
Abolition of Border Tax Modifications. E.S.B. 1209/G/69/J.
Inquiry for moisture meters. E.S.B. 47453/69/J.

(Continued on next page)

AGENCY INQUIRIES, *continued*

Bulletin 223/69
Inquiry for fresh frozen and tinned meat. E.S.B. 47317/69/J.
Agency inquiry for confectionery, jams and marmalades; tea. E.S.B. 47353/69/J.
Inquiry for pumps. E.S.B. 39839/69/J.

Bulletin 224/69
Inquiry for cleaning leathers. E.S.B. 46580/69/J.
Agency inquiry for castings; forgings. E.S.B. 42082/69/J.
Agency inquiry for gin; whisky. E.S.B. 47316/69/J.
Agency inquiry for knitwear; women's clothing. E.S.B. 47442/69/J.
1s. Inquiry for circlips; retainer rings. E.S.B. 28179/68/J.

Bulletin 225/69
Agency inquiry for camping equipment; do-it-yourself tools; horticultural tools and equipment. E.S.B. 47065/69/J.
Inquiry for carbon brushes; rings and plates; commutators; transistors and electronic elements. E.S.B. 46608/69/J.
Inquiry for medical equipment. E.S.B. 46228/69/J.
Inquiry for hosiery; men's braces; spirits. E.S.B. 47411/69/J.
Inquiry for writing paper; paper serviettes. E.S.B. 47777/69/J.
Inquiry for elastic tulle; fabrics; lace; elastic tapes and ribbons; towelling. E.S.B. 43687/69/J.
Agency inquiry for hand tools; machine tools. E.S.B. 44766/69/J.

Bulletin 226/69
Inquiry for fish. E.S.B. 47668/69/J.
Inquiry for bandages; scoured sheepskins. E.S.B. 47622/69/J.
Inquiry for rubber and plastics formulation auxiliary agents. E.S.B. 47711/69/J.
Inquiry for suitings. E.S.B. 40863/69/J.
Agency inquiry for handling and conveyor systems. E.S.B. 47079/69/J.
Inquiry for foodstuffs; food processing, packaging and bottling machinery. E.S.B. 47408/69/J.

GHANA

Bulletin 222/69
Inquiry for waxed and waterproof boxes. E.S.B. 42348/69/J.

Bulletin 224/69
Inquiry for hospital equipment including furniture E.S.B. 46589/69/J.

GREECE

Bulletin 222/69
*Inquiry for worm drive hose clips production machinery. E.S.B. 42964/69/J./

Bulletin 224/69
Agency inquiry for cattle and poultry farm equipment; cattle and poultry drugs. E.S.B. 46432/69/J.

Bulletin 225/69
Agency inquiry for sprinkler hydrants and spare parts. E.S.B. 47735/69/J.

Bulletin 226/69
Inquiry for animal feedstuffs; cages; dairy equipment; livestock. E.S.B. 48126/69/J.

HONDURAS, REPUBLIC OF

Bulletin 226/69
Agency inquiry for bicycles and bicycle accessories. E.S.B. 43406/69/J.

HONG KONG

Bulletin 224/69
Agency inquiry for clothing. E.S.B. 38517/69/J.

INDIA

Bulletin 224/69
Inquiry for chemicals. E.S.B. 47449/69/J.

Bulletin 225/69
Inquiry for steel sheets, strips and wire. E.S.B. 28721/69/J.
Inquiry for thermometers; thermostatic controls; viscometer jets. E.S.B. 47456/69/J.

Bulletin 226/69
*Inquiry for lace manufacturing equipment. E.S.B. 47643/69/J.

IRAN

Bulletin 225/69
Inquiry for gas water-heaters. E.S.B. 46617/69/J.

IRAQ

Bulletin 222/69
Agency inquiry for cement waterproofing compounds and powder. E.S.B. 947/69/J.

Bulletin 223/69
Inquiry for air-conditioning machinery; heating and ventilating equipment; diesel engines. E.S.B. 45976/69/J.

IRISH REPUBLIC

Bulletin 222/69
Agency inquiry for outboard motors. E.S.B. 46687/69/J
Agency inquiry for clothing; gloves. E.S.B. 46816/69/J.

Bulletin 224/69
Inquiry for concrete mixer steel drums. E.S.B. 46061/69/J.

Bulletin 225/69
Agency inquiry for confectionery. E.S.B. 47348/69/J.
Agency inquiry for fancy goods; toys. E.S.B. 39515/69/J.

Bulletin 226/69
Inquiry for extractor ventilating fans and ancillary equipment. E.S.B. 47007/69/J.
*Inquiry for neoprene. E.S.B. 48151/69/J.

ISRAEL

Bulletin 223/69
Agency inquiry for chemicals. E.S.B. 46614/69/J.
Agency inquiry for saw blades; twist drills. E.S.B. 46458/69/J.
Agency inquiry for carpets. E.S.B. 46409/69/J.
Agency inquiry for circular knitting machinery; fabrics; shoe sewing machinery; yarns. E.S.B. 47284/69/J.

Bulletin 224/69
Agency inquiry for electronic components; chemicals; metals. E.S.B. 47234/69/J.

Bulletin 225/69
Agency inquiry for domestic electrical appliances; photographic supplies; radio and television sets. E.S.B. 47427/69/J.
Agency inquiry for ampliers; cathode ray tube renovating machinery and equipment; record players; tape recorders. E.S.B. 47421/69/J.
Agency inquiry for elastic and wool yarns; foundation garment fabrics. E.S.B. 47601/69/J.

Bulletin 226/69
Agency inquiry for pressure air hoses and fittings E.S.B. 47400/69/J.
Agency inquiry for paper perforating and printing machine. E.S.B. 47621/69/J.

ITALY

Bulletin 222/69
Inquiry for gas chromatographs; spectrophotometers. E.S.B. 20312/69/J.
Inquiry for atomic absorption spectrophotometers. E.S.B. 20312/69/J.
Inquiry for gas chromatograph; equipment for checking industrial water pollution. E.S.B. 20312/69/J.
Inquiry for air pollution control equipment. E.S.B. 20312/69/J.
Inquiry for machine tools. E.S.B. 17472/69/J.

Bulletin 223/69
Inquiry for food counters and show-stands; soft drinks mixing and refrigeration machinery. E.S.B. 46403/69/J.
Agency inquiry for alloys; balances; cables. E.S.B. 45751/69/J.
Agency inquiry for woollen materials. E.S.B. 47336/69/J.
Inquiry for vegetable tannin. E.S.B. 47387/69/J.

Bulletin 224/69
Inquiry for electric motors; metal strips. E.S.B. 47633/69/J.
4s. Inquiry for aluminium bars and sections; asbestos cement pipes; coating and painting materials; steel chain; fire hydrants; expanded metal floor tiles; glass; insulating and waterproofing materials; pipes and pipe fittings; steel chain; steel wire; submersible sewage pumps; valves. E.S.B. 47386/69/J.

Bulletin 225/69
Inquiry for socket machines for steel pipes. E.S.B. 47933/69/J.
Agency inquiry for fishing suits; marine emergency lights. E.S.B. 31466/69/J.

Bulletin 226/69
Agency inquiry for cotton yarns. E.S.B. 38194/69/J.
Inquiry for electrical condensers; transistors. E.S.B. 6141/69/J.
Inquiry for chemicals; electrodes; glass. E.S.B. 48387/69/J.
4s. Agency inquiry for ceramic deburring media; metal finishing equipment. E.S.B. 43173/69/J.
Inquiry for table linen. E.S.B. 47965/69/J.
Agency inquiry for batteries; automobile parts. E.S.B. 18979/68/J.

JAMAICA

Bulletin 222/69
Agency inquiry for hospital disposables. E.S.B. 47026/69/J.

JAPAN

Bulletin 222/69
Agency inquiry for aerosol drycleaners. E.S.B. 10971/69/J.

Bulletin 223/69
Inquiry for fish. E.S.B. 47262/69/J.

Bulletin 226/69
Inquiry for door knobs. E.S.B. 47491/69/J.
Agency inquiry for glass fibre fabrics; furnishing fabrics; muffiers; neckties; textile fabrics. E.S.B. 47491/69/J.

KUWAIT

Bulletin 223/69
Inquiry for chlorine containers. E.S.B. 45681/69/J.
Inquiry for chamois leathers; cotton yashmaks; electric heaters; giftware; knitwear and hosiery; men's clothing; suitcases; vacuum flasks and jugs; woollen textiles. E.S.B. 47081/69/J.

Bulletin 224/69
Inquiry for channel iron; steel joists and plate. E.S.B. 47355/69/J.

Bulletin 225/69
Inquiry for polythene pipe. E.S.B. 47067/69/J.
Agency inquiry for domestic electric appliances; gas cooking ranges; kitchen furniture; water filters. E.S.B. 47795/69/J.

Bulletin 226/69
Inquiry for carpets; chamois leather; cigarette lighters; confectionery; toys. E.S.B. 47699/69/J.

LEBANON

Bulletin 226/69
Agency inquiry for automotive and engine parts; engines; garage equipment; tools. E.S.B. 4568/68/J.

MALAWI

Bulletin 226/69
Inquiry for carbon coating machine and ancillary equipment; inking machine; telex tape winding machine. E.S.B. 47417/69/J.

MALTA

Bulletin 222/69
Agency inquiry for HPMV lamps and lanterns. E.S.B. 36432/69/J.

NETHERLANDS

Bulletin 224/69
Agency inquiry for bedspreads; carpets; curtaining and furnishings fabrics; table cloths. E.S.B. 47321/69/J.

Bulletin 225/69
Inquiry for aluminium ingots. E.S.B. 47915/69/J.

NEW ZEALAND

Bulletin 223/69
Agency inquiry for cutlery; enamelware; fancy goods; garden tools; hand tools. E.S.B. 46900/69/J.

NIGERIA

Bulletin 222/69
10s. Inquiry for medical and general equipment for hospitals. E.S.B. 15893/69/J.

Bulletin 225/69
Inquiry for distillery machinery. E.S.B. 46585/69/J.
Inquiry for domestic electrical refrigerators and cookers. E.S.B. 47738/69/J.

Bulletin 226/69
Inquiry for automobile exhaust pipe manufacturing machinery. E.S.B. 36902/69/J.

NORWAY

Bulletin 222/69
*Agency inquiry for flags; pennants. E.S.B. 34458/68/J.

Bulletin 223/69
Agency inquiry for yarn. E.S.B. 47224/69/J.
Agency inquiry for coats; dresses. E.S.B. 31744/68/J.
Agency inquiry for coats. E.S.B. 22269/69/J.
Agency inquiry for automotive equipment. E.S.B. 47011/69/J.

Bulletin 224/69
Agency inquiry for dress lining; suiting fabrics. E.S.B. 47075/69/J.

Bulletin 225/69
Inquiry for pipes and pipe sections. E.S.B. 47282/69/J.

Bulletin 226/69
Agency inquiry for binders; bursters and collaters; optical readers. E.S.B. 47697/69/J.

PAKISTAN

Bulletin 225/69
Inquiry for electric motor. E.S.B. 47603/69/J.
Inquiry for cage wheels for tractors. E.S.B. 37915/69/J.

PERU

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2s. Inquiry for boring, drilling and milling machines. E.S.B. 36465/68/J.

POLAND

Bulletin 225/69
Inquiry for profiloscope. E.S.B. 33697/69/J.

PORTUGAL

Bulletin 225/69
Inquiry for fruit handling and processing equipment; refrigeration equipment. E.S.B. 47616/69/J.

SHARJAH

Bulletin 225/69
Inquiry for electrical switches and sockets. E.S.B. 47071/69/J.

SIERRA LEONE

Bulletin 224/69
Inquiry for agricultural machinery. E.S.B. 47661/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 223/69
Agency inquiry for circuit breakers; couplers; switchgear. E.S.B. 43621/69/J.

SOUTH AFRICA

Bulletin 222/69
Agency inquiry for carpets; clothing; domestic electrical appliances; outboard motors; radiators; radios; textile piece-goods; toys. E.S.B. 46524/69/J.

SPAIN

Bulletin 222/69
Agency inquiry for whisky. E.S.B. 47057/69/J.
Inquiry for casting techniques. E.S.B. 46516/69/J.

Bulletin 223/69
Inquiry for brass ingots. E.S.B. 41843/69/J.

Bulletin 225/69
Inquiry for paper bags. E.S.B. 47370/69/J.

Bulletin 226/69
Market report on machinery for the pulp and paper industry. E.S.B. 41852/69/J.

SWEDEN

Bulletin 222/69
Market report on mechanical handling equipment. E.S.B. 27644/69/J.

Bulletin 223/69
Inquiry for television tuners. E.S.B. 47401/69/J.

Bulletin 224/69
Agency inquiry for shirting fabrics. E.S.B. 13096/69/J.

Bulletin 225/69
Inquiry for music; records; taped music. E.S.B. 47356/69/J.

SWITZERLAND

Bulletin 222/69
Agency inquiry for audio equipment; biscuits; motor cycles; mailing service. E.S.B. 37488/69/J.
Agency inquiry for racing dinghies. E.S.B. 47242/69/J.
Agency inquiry for office furniture. E.S.B. 47462/69/J.
*Agency inquiry for clothing; jewellery. E.S.B. 47091/69/J.
Agency inquiry for boots. E.S.B. 46820/69/J.

Bulletin 223/69
Inquiry for pharmaceutical raw materials. E.S.B. 45936/69/J.
Inquiry for street sweepers. E.S.B. 45752/69/J.
Inquiry for earthenware; furnishing fabrics; furniture; glassware; lamps. E.S.B. 47339/69/J.

Bulletin 224/69
Agency inquiry for fabrics; knitwear. E.S.B. 47315/69/J.
Agency inquiry for sports equipment. E.S.B. 47320/69/J.
Agency inquiry for lawn mowers; road cleaning machines. E.S.B. 47273/69/J.
Inquiry for ethylene-propylene-rubber. E.S.B. 47393/69/J.
Agency inquiry for piece-goods. E.S.B. 47319/69/J.
Agency inquiry for women's clothing. E.S.B. 12021/69/J

Bulletin 225/69
Agency inquiry for electric cables; lamp bulbs. E.S.B. 47272/69/J.
Agency inquiry for ferro-alloys; heavy duty springs; pig iron. E.S.B. 47746/69/J.
Agency inquiry for women's and children's simulated fur coats. E.S.B. 47406/69/J.
Agency inquiry for dresses; shirts. E.S.B. 47080/69/J.
Agency inquiry for ultrasonic leakage detecting instruments; electronic thermometers or hygrometers. E.S.B. 47322/69/J.

TANZANIA

Bulletin 226/69
Inquiry for leather and artificial leather cloth; metal working machinery; plastic injection modelling units; stationery and accessories making machinery; trousers. E.S.B. 47391/69/J.

THAILAND

Bulletin 225/69
Inquiry for music wire. E.S.B. 47636/69/J.

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Bulletin 224/69
Agency inquiry for PVC pipe fittings. E.S.B. 47341/69/J.

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Bulletin 226/69
Inquiry for copper wire; insulated paper. E.S.B. 44924/69/J.

UGANDA

Bulletin 222/69
Inquiry for aluminium bar. E.S.B. 7912/69/J.
Inquiry for sewage disposal plant. E.S.B. 41869/69/J.

UNITED KINGDOM/ITALY

Bulletin 222/69
Road haulage. E.S.B. 1209/G/J.

UNITED STATES OF AMERICA

Bulletin 222/69
Inquiry for automatic screw-cap machines. E.S.B. 45982/69/J.
Inquiry for forgings. E.S.B. 46852/69/J.

Bulletin 223/69
Inquiry for blood pressure instruments; stethoscopes. E.S.B. 47392/69/J.
Inquiry for full mortise locks. E.S.B. 47456/69/J.
*3s. Inquiry for steal screw stock; steel strip. E.S.B. 47266/69/J.

Bulletin 224/69
Inquiry for petrol engines. E.S.B. 47398/69/J.
Manufacture under licence – Automotive and construction equipment components. E.S.B. 47396/69/J.
1s. Inquiry for educational aids. E.S.B. 43902/68/J.
Inquiry for foundry equipment. E.S.B. 47405/69/J.
Inquiry for chinaware; cutlery; glassware; table linens. E.S.B. 47428/69/J.

Bulletin 225/69
Inquiry for iron castings. E.S.B. 23163/69/J.
Inquiry for giftware. E.S.B. 47608/69/J.
*8s. Inquiry for sheathed thermo-coupled wire. E.S.B. 5410/68/J.

Bulletin 226/69
Inquiry for three-core rotary drill bits. E.S.B. 43192/69/J.
Inquiry for metal rings. E.S.B. 47981/69/J.
Inquiry for iron castings. E.S.B. 47683/69/J.
*Inquiry for travel goods hardware. E.S.B. 47207/69/J.
*Inquiry for felt. E.S.B. 47446/69/J.

VENEZUELA

Bulletin 225/69
Inquiry for dental equipment; hospital equipment. E.S.B. 47604/69/J.

ZAMBIA

Bulletin 225/69
Inquiry for timber pressure impregnation plant; wood preservative. E.S.B. 48000/69/J.

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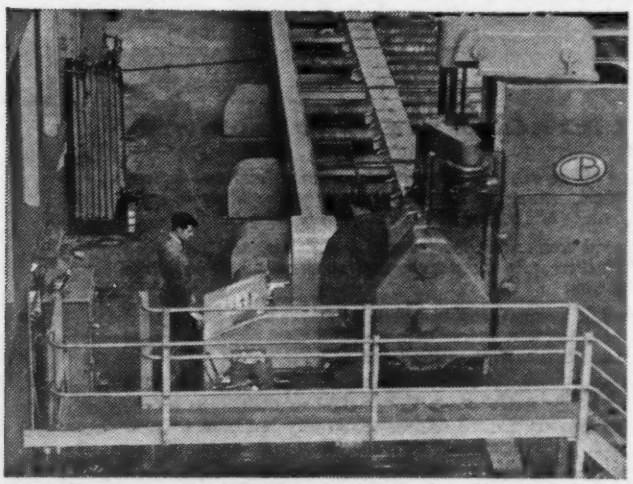

A typical Boulton and Paul semi-automatic structural steel fabricating plant. Export orders for steel fabricating plants worth approximately £700,000 have been landed so far this year by the Boulton and Paul Group of Norwich. Nearly half a million pounds of this total represents business with the USSR and the remainder with Japan and Brazil. The USSR order, placed by Vsesojuznoe Objedinenie 'Stankoimport', Moscow, is for three complete semi-automatic structural steel fabricating plants worth over £139,000 each. It follows lengthy negotiations during which delegates from the USSR Ministry of Construction visited Boulton and Paul's works. The final negotiations were concluded in Moscow in June and September this year by Mr. L. G. Willcox, director in charge of the company's mechanical engineering division. The orders from Japan and Brazil are for similar equipment which applies the advantages of automation to the process of fabricating structural steel.

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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in October 1 issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page viii of October 1 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

Dual sales drive

WITH SIGHTS set firmly on expanding their overseas sales, Dennis Brothers Ltd., specialized vehicle manufacturers of Guildford, Surrey, have two senior executives visiting distributors and customers and conducting market research in new areas.

Mr. Leslie Jones, overseas marketing executive, is visiting Angola, South Africa, Mozambique, Zambia, Tanzania, Kenya, Uganda and Greece while Mr. Alan Jobson, general manager of the fire engine division, is visiting Hong Kong, Singapore, Australia, the Philippines, New Zealand and the United States. Australia, with its high rate of growth, is a large potential market for specialized vehicles – 51 fire engines are currently being supplied to New South Wales. Mr. Jobson will also speak at the Chief Fire Officers' Conference.

Visiting the Far East

MR. M. SIMMONS, an assistant export sales manager of James Neill & Company (Sheffield) Ltd., is currently engaged on a month's sales mission to the Far East, discussing the company's 'Eclipse' tools with agents, distributors and major industrial users in Singapore, Thailand, Hong Kong, Malaya and India.

Stepping up sales drive

MR. PETER COLECLOUGH, chairman of Howard Rotavator Co. Ltd., West Horndon, Essex, recently returned from a tour of the United States, where he attended a conference in which United States and Canadian distributors participated. In the course of the conference the complete range of Rotavators, including new models specially designed for the North American market, were demonstrated.

Mr. G. K. Wright, marketing director of the Rotary Hoes group, left recently on a month's visit to distributors in Japan, the Philippines, Malaysia, Thailand, Pakistan and Iran.

Howard's general sales manager, Mr. Frank Moore, recently returned from a two-week trip to Yugoslavia, where the company is selling larger model Rotavators on large co-operative farms in the maize-growing area, as well as smaller models in the orchards.

Mr. Michael Valdes-Scott, who covers the Caribbean and South America, has brought back an order for 175 machines from Brazil, a comparatively new market for Rotavators, and has also opened up a new market in Bolivia. He also conducted a series of demonstrations and obtained orders in Peru, Ecuador, Columbia and Jamaica.

Finally, Mr. Silvio Marozzi has been making a sales and demonstration tour of Libya, Greece, Iran, Pakistan and Ceylon.

25,000-mile sales tour

RECENTLY RETURNED from a world-wide sales promotional tour, Mr. Gordon S. Allen, Cosmocord's chairman and managing director of Cosmocord Ltd., Waltham Cross, Herts., visited many countries and continents, including Australasia and the Far East, and covered some 25,000 miles in an exercise designed to promote Cosmocolor 5/90 colour reproduction systems (complete departments for the production of plates and blocks for the litho and letterpress printing industries). They are marketed as complete units and are claimed to reduce colour reproduction costs by about 80 per cent.

Mr. Allen returned with firm orders from Australia, New Zealand, and the United States. Another order, a direct result of his visits, has come from Cambodia. To date, the tour has realized eight firm orders and three pending, making a total value of approximately £110,000.

Sales tour of United States

MR. J. C. EVANS, sales manager of the components division of Ether Engineering Ltd. – a member of the Pye of Cambridge Group – recently left on a sales tour of United States industry. He will promote sales of aerospace and medical transducers.

Mr. Evans planned to meet executives of Pratt & Whitney, Lockheed Development Division, NASA Research, Consolidated Controls, and Boeing. The tour, arranged by the BNEC, was expected to last for about 15 days.

Ether Engineering recently received a substantial order from Sweden for accelerometers – used to measure rate of acceleration of an object.

Visit to North America

MR. BRIAN DAWSON, export sales manager, Gilt Edge Carpets Ltd., Kidderminster, recently returned from a two-month visit to North America – one month in Canada and another in the United States. In Canada he was mainly concerned with visits to the company's subsidiaries in Vancouver and Canada, also with establishing sole distributors for Endura carpets.

Sales of Gilt Edge Carpets are expected to amount to over Canadian $3 million next year, either through stocks in the market or on direct import; further expansion is anticipated in the future.

INWARD MISSIONS

Egg/poultry producers from Chile

THE British National Export Council and the British Agricultural Export Council are sponsoring a two-man mission from Chile—Senhor Andres Izquierdo, president of Avicosan, and Senhor Maximo Latorre, general manager of Avicosan. Avicosan is a producer co-operative with 1,200 members, 800 of whom are egg producers and 400 broiler farmers. It imports vitamins and mineral feeding additives, incubation equipment, breeding stock, egg-sorting equipment, packing and freezing machinery on behalf of its members.

The delegates will be in Britain from November 30 until December 14. They will visit the Poultry Show and the Smithfield Show and will also visit a number of companies wishing to demonstrate their products. If any companies are interested in receiving a visit they should contact Mr. C. H. Noble (or Miss P. Macdougall), BNEC Missions, 6-14 Dean Farrar Street, London, S.W.1 (Tel. 01-930 3121).

Mr. E. M. Jordan (left), projects manager for GEC (Street Lighting) Ltd., flew to Sweden recently on the first leg of a combined sales and lecture tour of Scandinavia, where he lectured on high mast lighting. He is seen here at London Airport with Mr. R. E. Cavalier, director of GEC (Street Lighting) Ltd., who accompanied him on the tour. Overseas demand for GEC high masts has increased greatly—in the past two years sales have exceeded £250,000.

Booming trade with Spain

DISCUSSIONS on the future development of Anglo-Spanish trade took place recently in London during the visit of a top-level mission from the Spanish Chambers of Industry and Commerce. The mission, visiting London from November 9-15, was invited by the London Chamber of Commerce.

The mission came at a time when, despite political problems, trade between Britain and Spain is booming. Trade returns for the first nine months of 1969 show there has been a 21 per cent rise in British exports from £71.4 million in the same period of 1968 to £86.9 million. At the same time there has been a slight rise in Spanish exports to Britain from £67.6 million to £69.0 million.

The visit was made under the terms of an agreement signed by the London Chamber and the Madrid Chamber of Industry in 1967. This agreement provides for co-operation in trade matters and the yearly exchange of trade missions. So far three London missions have been to Spain, the last one in April this year obtained orders worth £1.5 million and the next one is planned for March 1970.

In addition to discussions with the Iberian committee of the London Chamber, the mission also had meetings with the Board of Trade, CBI and the BNEC.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1* (01-248 9876, *Ext.* 6147).

OUTWARD MISSIONS

Successful tour of South Africa

INQUIRIES for machinery and moulds to the value of £400,000 were received by the British Plastics Federation mission, back from South Africa after a recent 15-day tour.

The nine-man mission, led by Mr. S. R. Badley of BP Chemicals (UK) Ltd., held symposia in Johannesburg, Cape Town and Durban. Audiences totalling 350 took part in discussions arising from the mission's talks on technological progress in the United Kingdom in materials, machinery, mould-making and converting.

In addition to visiting 17 plastics factories, formal and informal discussions were held with leading figures in the plastics industry and associated industries, as well as with senior Government officials and Chambers of Commerce.

SMMT groups visiting Africa

THREE GROUPS of British vehicle, garage equipment, accessory and component manufacturers left Britain during November to participate in two trade missions to Africa. The groups are led respectively by Mr. F. T. Turner, export manager of Spafax (1965) Ltd., Mr. L. Jones, overseas marketing executive of Dennis Bros. Ltd. and Mr. K. M. Taylor, sales director of Tudor Accessories Ltd.

The missions are sponsored by the Society of Motor Manufacturers and Traders with the support of the British National Export Council. One mission is visiting Angola, South Africa and Mozambique, while the second is visiting Kenya, Uganda, Tanzania and Zambia.

Main object of the missions is to increase the sales of products of the British motor industry. They should also strengthen friendly ties already existing between the United Kingdom and the countries to be visited.

In the first six months of this year exports of all products manufactured by the British motor industry to the seven countries reached a total value of £47.3 million, a 9.8 per cent rise over the same period last year.

'Tailored' symposia

A NEW APPROACH to the distribution of information was used by the recent British Plastics Federation Mission to South Africa (reported in our October 29 issue), when members presented symposia at three centres during their 15-day trip. Instead of adhering to a rigid programme, the Federation consulted the Plastics Manufacturers' Association and the Plastics Institute (South African Section) to ascertain the needs of their members in Johannesburg, Cape Town and Durban. The symposia, consisting of a series of two-hour talks, covered subjects as diverse as developments in plastics processing, machinery and materials, as well as the application industries (packaging, building, automotive, furniture and plastics in engineering). The talks were illustrated by slides and, in the case of injection moulding, by samples.

Success in Australia/New Zealand

MEMBERS of the Textile Council's third export mission of 1969 returned to the United Kingdom recently after a five-week tour of Australia and New Zealand. The 13 firms represented on the mission reported themselves well satisfied with the results of the trip. The leader of the group, Mr. R. W. Brocklehurst, said the mission had achieved considerable success in these two very important but certainly tough markets for British textile exporters. Local production was increasing and the United Kingdom also faced intense competition on bulk lines from a number of countries. Despite this, however, the mission had found renewed interest in British textiles. Australasia was booming and tastes were becoming increasingly sophisticated. This offered considerable opportunities for higher United Kingdom sales, particularly of specialities and fabrics where design and colour, quality and reliable delivery were more important than price.

A great number of firm orders had been booked during the trip but of equal importance was the fact that many new contacts had been made and members of the mission had returned brimful of ideas on how sales in the future might be increased.

Dr. Dan Kritzinger (right), proprietor of a wine and spirit company in Pretoria, presenting an engraved copper salver to Mr. J. H. Bentley, director, John Walker and Sons Ltd. The presentation followed a visit by 70 hoteliers and licensed store proprietors from South Africa to Johnnie Walker in London, recently.

Fourth mission in four years

A CROWDED PROGRAMME of business appointment in Johannesburg started on November 10 for an 18-strong selling mission sponsored by the Birmingham Chamber of Commerce and Industry.

The mission is led by Mr. R. P. S. Bache, a former president of the Chamber, who is chairman and managing director of George Salter & Co. Ltd., West Bromwich. Its members represent a wide cross-section of United Kingdom products and services.

This is the fourth trading venture to be mounted by the Birmingham Chamber to South Africa in successive years. The first visit, in 1966, was a fact-finding mission and the information gained was exploited by a follow-up business mission in 1967. In 1968 a selling group achieved immediate orders worth £56,000, with indications of further business worth £834,000 to follow.

Top level mission in Rumania

A MAJOR London Chamber of Commerce trade mission visited Rumania from November 1 to 8 at the invitation of the Rumanian Chamber of Commerce. It was led by Lord Limerick, executive director of Kleinwort Benson and a member of the Chamber's Council, with Mr. J. B. Scott as deputy leader.

The main aim of the mission was to extend the growing links between British and Rumanian industry and to assess the potential for Anglo-Rumanian trade. The 24-strong group, representing many of Britain's leading companies, met a wide range of Rumanian Government Ministries, the State Planning Committee, and individual enterprises as well as the Rumanian Chamber.

The Rumanians are understood to be particularly interested in British machinery and equipment of all types, non-ferrous metals, iron and steel, and chemicals. They are also said to be keenly interested in economic and technical co-operation proposals from British companies.

Trade between the United Kingdom and Rumania has been booming over the past 18 months. British exports rose from £9.8 million in 1967 to £31.0 million in 1968 and have held this level during the first nine months of 1969.

BNEC mission to Mexico

MR. J. PETER FORD, chairman of BNEC-Latin America, heads a British businessmen's mission to Mexico which left on November 22. The purpose of the 11-man mission is to examine opportunities for British industry in the Mexican private business sector, which accounts for about 80 per cent of the economy. British sales to Mexico totalled £20.9 million in the first nine months of this year compared with £24.3 million in the same period last year – a drop of 14 per cent at a time when British sales to Latin America generally are running about 6 per cent higher than last year.

The mission will survey the extent of follow-up to the successful British exhibition in Mexico City in 1966, and will examine those sectors of private industry in which further British penetration could be achieved.

The Mexican market is probably the most rewarding one in Latin America but it is essentially a buyers' market and competition is severe. Competent and forceful marketing could increase sales of British chemical plant, textile, sugar and plastics machinery, scientific and medical equipment, food processing and packaging machinery, aviation equipment and machine tools.

During his visit Mr. Ford will also visit Venezuela, Chile, Peru and Argentina. In Buenos Aires he will discuss plans for 'BA '70' – the British Industrial Exhibition to be held in November 1970.

South African orders

BUSINESS estimated at £400,000 was won by the 20-man all-Scottish trade mission during a three-week visit to South Africa.

Mr. J. M. Sinclair, leader of the mission which was sponsored by the Scottish Export Committee and organized by the Scottish Council (Development and Industry) with the co-operation of the British National Export Council and HM Commercial representatives in South Africa, said that in terms of results, the visit justified the time and effort devoted to it by members and organizers. The most significant aspect of the visit was the realization of the enormous potential of South Africa as a market, and of its importance for British manufacturers.

A detailed breakdown of orders received, and in the pipeline, was not yet available. One member received a £200,000 order, another negotiated business worth £100,000, and a third member received a £75,000 order with prospects of another worth £50,000.

Total orders won by Scottish firms during the two organized visits to the Province this year amounts to nearly £1,000,000.

The members visited Johannesburg, Cape Town, Bloemfontein, Port Elizabeth, East London and Durban.

Second Asian visit

ONE OF THE members of a 12-man trade mission to the Far East this month, sponsored by Sheffield Chamber of Commerce, was Mr. J. C. Morgan, technical sales manager of the General Descaling Co. Ltd., Worksop, Notts. This was Mr. Morgan's second order-seeking visit to Asia for his company, who specialize in pipeline maintenance equipment for the oil, gas, water and processing industries. Countries visited included Malaysia, Singapore, Thailand and Hong Kong.

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Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

More economical packaging

The first consignment of made-up Girling brake assemblies packed by Export Packing Service Ltd. at their Midlands division was recently shipped by container to Melbourne, Australia. An improvement of over 30 per cent of cubic space utilization over previous packing was achieved in this operation: 48 modules of brake assemblies were packed into one container. Another consignment was expected to be packed and shipped by the end of October.

More parking meters ordered

Venner Ltd. have received an order from New Zealand for 74 Mark II parking meters for the city of Invercargill – the first time that this city has installed such a parking system. This latest order brings the total number of Venner parking meters installed in New Zealand to 8,407.

Telephone equipment for Angola

The transmission division of the Telephone Manufacturing Co. Ltd., Orpington, Kent – a member of the Pye of Cambridge Group – have received an order valued at £83,000 from the Telephone and Telegraph Administration of Angola for telephone channelling equipment. This order was placed following the visit of Mr. A. Reis, director general, CTT, Angola, and Mr. R. Anguilar, senior consultant to the director, to the Telephone Manufacturing Company's factory in March this year. Delivery will take place towards the end of 1970.

TMC has now received £200,000 worth of orders from this territory during 1969.

£100,000 order from South Africa

After months of technical discussion and hard bargaining, Setpoint Ltd., of Chessington, Surrey, have booked orders worth over £100,000 from South Africa for loadcell weighing and control equipment which will form part of a new arc furnace melting and plate mill complex.

Stockings for Finland

Bear Brand Ltd., the Liverpool-based manufacturers of hosiery and knitwear, have won an order for 48,000 pairs of stockings from Finland.

Marine equipment order

The light products division of Whessoe Ltd., Darlington, Co. Durham, have obtained an order to supply cargo handling equipment for three giant 255,000-ton tankers. The order was from Odense Staalskibsvaerft A/S of Denmark and the tankers, under construction at Lindo, are for Texaco Overseas Tankership Ltd., London.

Knives selling well

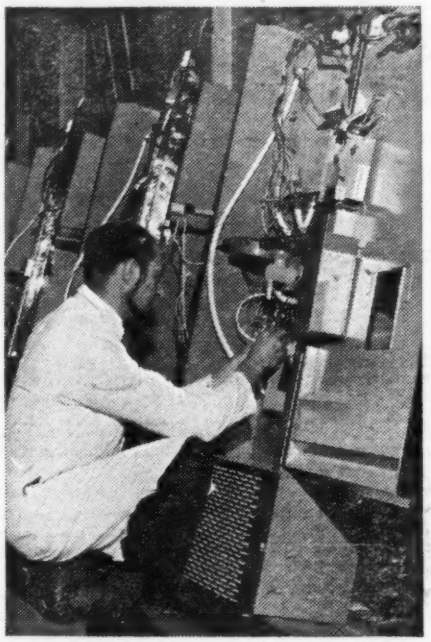
Since Bearston Cutlery Ltd., Sheffield, started exporting 18 months ago, 40 per cent of all Kitchen Devil knives are now sold overseas. In Canada, the range has displaced Japanese cutlery formerly sold by a leading supermarket group, while the largest group of stores in South Africa has placed a sample order for 20,000 knives to take the place of knives formerly secured from Japan and Germany.

A trial order for 20,000 knives placed by Charles Springer & Co. Pty. Ltd. was exhausted in Western Australia alone, and the United States, Canada, Australia and South Africa are also buying these knives.

Electronic exchange for Australia

A $3 million contract for the new Sydney electronic trunk exchange has been awarded by the Australian Post Office to ITT's Australian affiliate, Standard Telephones and Cables Pty. Ltd., Sydney.

The system, finally selected in face of worldwide competition, was the Metaconta 10C, an electronic system with stored programmed control designed and developed by ITT's Belgium affiliate, Bell Telephone Manufacturing Co., Antwerp.



A group of automatic hot-drink vending machines during manufacture at the Camberley factory of Autobar Ltd., before export to Germany.

10,000 miles to confirm order

Mr. Donald Hall, managing director of Donalds Platemaking Co., Perth, Western Australia, recently flew to the United Kingdom to confirm an order for a Cosmocolor 5/90 colour reproduction department, manufactured by Cosmocord Ltd.

This followed the sales tour of Cosmocord's managing director, Mr. Gordon S. Allen, who visited Australia during a 25,000-mile promotional expedition.

Suspended ceilings for satellite centre

Some 11,000 sq. ft. of suspended ceiling units and steel acoustic tiles have been shipped by Burgess Products Co. Ltd., of Hinckley, Leicestershire, for the headquarter building of the East African External Telecommunications Co. Ltd. now being built in Nairobi, Kenya.

The tiles cover the area of the Central Telegraph Office and associated control rooms, and also the International Telephone Exchange. This will handle messages passed via a communications satellite now being fixed in permanent orbit around the earth, in a similar manner to the United Kingdom station at Goonhilly, Cornwall, which also has Burgess acoustic ceilings installed.

Another big dollar order

UOP Bostrom (UK) Ltd., Northampton, have received orders totalling $300,000 from International Harvester for the supply of tractor seats during 1970. This is the second major dollar order received by the company within a month – only recently Volvo placed a $256,000 order for the supply of truck seats.

Footwear exports up 25 per cent

Exports of Dunlop footwear during the first nine months of 1969 reached a record level of nearly £800,000 – 25 per cent up on the corresponding January-September period in 1968.

Sales of industrial footwear, including the unique safety boot range, showed a notable increase. France and West Africa were two markets which made particularly good headway. Also, exports of the Dunlop Footwear Co.'s range of weather protective boots rose by 44 per cent in this period.

Triple ink and emboss machine proves popular

The latest triple ink and emboss machine for wallpaper manufacturers, recently introduced by Timperley Engineering (WPM) Ltd., a member of the Reed Group, is proving a popular export item. Sales have quickly been established in the Federal Republic of Germany, Belgium, France, New Zealand, Canada, and the United States. The latest order for this machine was despatched to Holland in October.

Computers for Finland

Outokumpu OY of Finland are buying a number of Honeywell H316 'mini' computers. Manufactured and exported from the company's Scottish factory, the computers will be used as standard on-line data processing systems for an advanced 'Courier' on-stream X-ray fluorescence analyzer recently introduced by Outokumpu OY, who are leading metals producers.

£500,000 cladding order

Three million square feet of wall and roof cladding worth £500,000 has been placed with H. H. Robertson (UK), Ellesmere Port, Cheshire, for what is claimed to be the largest single car production unit in Europe, now being built for Alfa Romeo at Pomiglino-d'Arco, near Naples. The plant will produce up to 300,000 cars a year and is part of the Italian Government's scheme to provide more work in Southern Italy.

The total contract, under which Robertson has entire responsibility for design, manufacture, delivery and erection of the maintenance-free cladding, is worth £800,000.

Five-fold increase in sales

This Christmas Harveys of Bristol are shipping to the United States five times as many Coalport china decanters containing Bristol Cream sherry as last year, following the success achieved when the decanter was introduced last Christmas. The elegant decanter, decorated in the traditional Coalport manner, will receive nationwide American distribution this year, but already it appears that the agents, Heublein Inc., will be unable to satisfy demand for this unusual presentation.

The original Coalport bone china, first developed in the 18th century and known for the purity of its white and the brilliance of its coloured patterns, is now collected by enthusiasts the world over.

Canadian breakthrough

A. & M. Fell (Manufacturing) Ltd., Newhaven, have achieved a notable export breakthrough by winning an order against fierce competition for four 12-ft. double-sided clean air work stations from Brocair Systems Ltd., Ontario, Canada.

Starter boards for Brazil

By 1971, 24 fast and highly automated cargo liners, each of 12,000 d.w.t., now being built for Brazil's merchant fleet, will all be equipped with the new Mark V group motor starter boards recently developed by English Electric-AEI Industrial Controls Ltd. This order is part of the £2 million contract placed last year with the power and marine division of English Electric-AEI Projects Ltd. for the automation and control of the ships. Both companies are members of the GEC-Elliott Automation Group.

The manufacture of these boards is now well under way and four sets have already been delivered. Three sets are to be shipped every two months until completion of the order.

£300,000 automatic warehouse

The mechanical handling division of Redman Fisher Engineering Ltd., a Redman Heenan International Co., have been awarded a contract from Qantas Airways Ltd., Australia, for the supply and installation of an automatic warehouse project.

The initial order for £300,000 provides new warehousing facilities at Mascot airport, Sydney, to meet service demands for immediate issue of spares and materials to support the company's fleet of new Boeing 747-38 Jumbo jets.

Pneumatic elevators for United States

RFD Ltd., Godalming, Surrey, have won a £40,000 order for pneumatic elevators to be supplied to Pan American World Airways. The elevators (previously known as 25-ton lifting bags) will stand by at New York's Kennedy Airport to assist in the rapid recovery of damaged aircraft from runways when circumstances such as crash landings occur. RFD's pneumatic elevators are available at airports in all five continents.

Uganda contracts worth £776,300

British Insulated Callender's Construction Co. Ltd. have received two orders totalling £776,300 from the Uganda Electricity Board. Work will begin in February next year constructing a 132kV overhead line on the 130-mile Mbale-Sorati-Lira route, while work has already started on the erection of 80 miles of 33kV line between Mbarara and Masaka.

English furniture for Japan

A second large sampling order from Japan has been received by Jaycee of Brighton for furniture in the traditional English manner. Hard on the heels of a gold medallion award for export achievement, the firm has also booked a subtantial first order from South Africa. Other orders have been received from stores in Australia and the United States, the latter worth over $64,000.

Rotogravure machines for Russia

Masson Scott Thrissell Engineering Ltd., Bristol, recently completed an order for nine rotogravure presses, worth approximately £1 million, for the Russian packaging industry. Three of the machines are designed to produce printed, cut and creased confectionery cartons at speeds up to 90,000 an hour, while the other six will produce a variety of packaging and wrappers, including hinge-lid cartons and soft-packs, for cigarettes.

Tankards for astronauts

Neil Armstrong, Edwin Aldrin and Michael Collins have thanked Portmeirion Potteries for one-pint tankards designed to commemorate the landing on the moon and sent to the astronauts.

A limited, numbered edition of 5,000 one-pint tankards, selling at £2 each, was issued, also an edition of half-pint tankards at 27s. 6d. The tankard design is by John Cuffley and on the reverse side are the words *'Here men from the Planet Earth first set foot upon the Moon. We came in peace for all mankind'*. The date and the Apollo 11 sign are also included.

Orders for 'Moon Landing' tankards have been received from many parts of the world including Japan, where they help to promote the sale of coffee. Sales in the United States have been high; notable owners of the one-pint edition include President Nixon and Charlton Heston, the film actor.

Printing cylinders, part of a £½ million export order obtained by the Printing Machinery Division of Baker Perkins Limited, Peterborough, from the Danish publishing company Den Socialdemokratiske Presse I Denmark, Norre Farimegsade 49, Copenhagen, for two double width Halley-Aller web offset presses. The presses will be used to print 'Aktuelt', which will be the first Danish national daily to be printed web offset. It will also be the first to be printed on a press equipped with full process colour. The presses will be linked by facsimile transmission equipment supplied by Muirhead and Company, Beckenham, Kent, which will be used for all national pages.

£3 million orders for boilers

Orders worth more than £3 million for boilers for the power generating and aluminium industries have been received by Babcock & Wilcox (Operations) Ltd. from North and Central America.

A letter of intent has been received from the Comision Federal De Electricidad for a Radiant re-heat boiler, rated at 300 MW, the largest to be installed in Latin America, for the Valle De Mexico Power Station, while the Aluminum Company of America has ordered three oil-fired boilers, each rated at 275,000 lb. of steam an hour for a bauxite-processing plant operated by Alcoa Minerals Ltd. at May Pen, Jamaica. The contract includes responsibility for supervizing erection.

Furniture for Finland

Ducal Ltd., London, announce an order worth about £900 from Finland for New Country Style dining room furniture and military chests.

Orders and extensive touring

Permasharp, of East Kilbride, a young Scottish firm which makes machinery for manufacturing razor blades and also manufactures its own brand of blades, recently signed a contract with the Hind Razor and Blade Company of Bombay to provide them with technical know-how and machinery.

The firm already supplies machinery for blade manufacture to the United States, Iraq, Czechoslovakia, Iran, Yugoslavia, Ceylon, Mexico, Tanzania, Turkey and Spain.

Their turnover is more than £500,000 annually, and their man-power has increased from three, when the firm first began producing blades in July 1963, to 140 employees in 1969.

Mr. James Hamilton Oates, chairman and managing director, who travels some 200,000 to 300,000 miles overseas each year, has just completed plans for a tour of Sweden, Germany, Hungary, Yugoslavia, Greece, Morocco, Turkey and Spain, beginning in the middle of November.

The firm claim to be the only firm in Britain to be able to supply complete lines of equipment for razor blade manufacture.

Orders from Paris distributor

Continuing their programme of export market expansion, Errut Products Ltd., London, specialists in surface preparation and surface treatment equipment, have appointed as their distributor in France the Paris-based company of Imefor, who have placed a large order for concrete scabblers, planes, saws and grinders. This equipment was displayed at the recent Building and Civil Engineering Exhibition in Marseilles, when Errut sent an experienced representative to provide initial technical and sales assistance.

Rescue launch for Holland

Recently completed at the Vosper Thornycroft Group's Portchester shipyard was a 40 ft. Keith Nelson hull fitted out as a high-speed rescue launch for the Dutch lifeboat service. With a top speed of 28 knots, she is expected to be the fastest lifeboat of her kind in Europe.

£1 million a year furniture sales

Certified figures published recently show that Bevan Funnell Ltd., Newhaven, have sold Reprodux furniture worth over £1 million during their current trading year. Sales have been made on a world-wide basis. This represents 73 per cent of the total production from their factories at Newhaven, Ipswich and Rutherglen, and they claim to be the first furniture company to export goods to this value in one year. Indeed the compounded exports from the company to all parts of the world in the past few years now total £5 million for 60,000 pieces of furniture.

The company began trading in a garage at Brighton 24 years ago and now employs 550 people at five factories. Mr. B. Bevan Funnell, managing director, spends 30 weeks a year abroad actively selling his company's products in 26 countries. He was awarded the OBE in January this year for his services to exports. The company uses its own vans to deliver to every European and Scandinavian country.

£50,000 iron ore plant extensions

Handling equipment valued at approximately £50,000 has been ordered recently from GEC-Elliott Mechanical Handling Ltd. – part of the GEC-Elliott Automation Group – for the Marampa iron ore plant of Sierra Leone Development Company through their UK buying agents, William Baird Services Ltd. of London.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEASTARIFF LIST.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations, Decisions and Proposed Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations, Decisions and Proposed Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

CATTLEMEAT, BEEF AND VEAL

Regulation (CEE) No. 2239/69 modifies **Regulation (CEE) No. 1083/68** which fixes the methods of application relating to import certificates in the cattlemeat sector (*Journal Officiel* No. L284 dated November 12, 1969).

Regulation (CEE) No. 2240/69 concerns the application of special import rules for certain frozen cattlemeat during the period November 17, 1969 to December 31, 1969 (*Journal Officiel* No. L284 dated November 12, 1969).

Decision No. 69/399/CEE concerns the estimated balance of cattlemeat intended for the processing industry during the period November 17, 1969 to December 31, 1969 (*Journal Officiel* No. L284 dated November 12, 1969).

CEREALS

Decision No. 69/378/CEE relates to supplementary charges for the drying of cereals taken over by the Dutch Intervention Organization for the 1969/1970 Marketing Year (*Journal Officiel* No. L282 dated November 10, 1969).

Regulation (CEE) No. 2233/69 relates to the setting up of a further adjudication for the movement of pearl barley intended for 'Diakonisches Werk' as aid for Biafrans (*Journal Officiel* No. L283 dated November 11, 1969).

Regulation (CEE) No. 2247/69 modifies **Regulation (CEE) No. 473/67** in so far as it concerns the period of validity for export certificates for certain products processed from maize (*Journal Officiel* No. L285 dated November 13, 1969).

PIGMEAT

THE *Journal Officiel des Communautés Européennes* No. C140 dated October 29, 1969, contains the text of a Proposed Regulation determining the Community pattern for classification of pig carcasses. It should be noted that the text of this Proposed Regulation, when finally approved, may differ from the draft text referred to above.

Regulation (CEE) No. 2260/69 relates to the non-fixing of supplementary amounts for imports of live and slaughtered swine from Rumania (*Journal Officiel* No. L286 dated November 14, 1969).

PROCESSED FRUIT AND VEGETABLES

THE *Journal Officiel des Communautés Européennes* No. C140 dated October 29, 1969, contains the text of a Proposed Regulation to modify **Regulation (CEE) No. 865/68** which is the basic regulation setting up a common organization of the markets for processed products with a fruit or vegetable base, in so far as it concerns calculating the levy for various sugar additives. It should be noted that the text of this Proposed Regulation, when finally approved, may differ from the draft referred to above.

MILK AND MILK PRODUCTS

Decision No. 69/383/CEE relates to fixing the minimum price for powdered skimmed milk for the fourteenth special auction effected under **Regulation (CEE) No. 1286/69** (*Journal Officiel* No. L282 dated November 10, 1969).

Decision No. 69/384/CEE relates to fixing the minimum price for butter for the first special auction effected under **Regulation (CEE) No. 1871/69** (*Journal Officiel* No. L282 dated November 10, 1969).

Decision No. 69/387/CEE relates to fixing the minimum price for butter for the sixth special auction effected under **Regulation (CEE) 1659/69** (*Journal Officiel* No. L282 dated November 10, 1969).

Decisions Nos. 69/388/CEE, 69/389/CEE and **69/390/CEE** relate to fixing the minimum prices for butter, held by the Dutch, French and German Intervention Organizations respectively, for auction as specified by **Regulation (CEE) No. 1902/69** (*Journal Officiel* No. L282 dated November 10, 1969).

Regulation (CEE) No. 2230/69 modifies **Regulation (CEE) No. 1732/69** relating to regular auctions for the disposal of milk fats intended for the manufacture of fat blends (*Journal Officiel* No. L283 dated November 11, 1969).

Regulation (CEE) No. 2232/69 waives **Regulation (CEE) No. 685/69** in so far as it concerns the guarantee of auction and cancels the auction specified by **Regulation (CEE) No. 2110/69** (*Journal Officiel* No. L283 dated November 11, 1969).

Regulation (CEE) No. 2234/69 relates to auctions for the disposal of butter held by the French Intervention Organization and intended for direct consumption in the community (*Journal Officiel* No. L283 dated November 11, 1969).

Decision No. 69/396/CEE relates to fixing the minimum price for powdered skimmed milk for the 15th special auction effected under **Regulation (CEE) No. 1286/69** (*Journal Officiel* No. L283 dated November 11, 1969).

Decision No. 69/397/CEE relates to fixing the minimum price of butter for the second special auction effected under **Regulation (CEE) No. 1871/69** (*Journal Officiel* No. L283 dated November 11, 1969).

Decision No. 69/398/CEE authorizes certain Member States to sell butter from public stock) intended for direct consumption, at a reduced price (*Journal Officiel* No. L283 dated November 11, 1969).

Regulation (CEE) No. 2262/69 completes, so far as Rumania is concerned **Regulation (CEE) No. 1054/68** establishing the list of organizations issuing certificates intended to allow the admission of certain milk products, coming from third countries, under certain tariff headings (*Journal Officiel* No. L286 dated November 14, 1969).

SUGAR

Regulation (CEE) No. 2231/69 concerns the second adjudication for determining the denaturation premiums for white sugar for animal feedstuffs (*Journal Officiel* No. L283 dated November 11, 1969).

Decision No. 69/404/CEE relates to fixing the maximum amount of the refund for the fourth partial auction of white sugar effected under the provisions of **Regulation (CEE) No. 1965/69** (*Journal Officiel* No. L286 dated November 14, 1969).

POULTRY MEAT

Regulation (CEE) No. 2261/69 relates to the non-fixing of the supplementary amounts for slaughtered ducks and geese coming from Rumania (*Journal Officiel* No. L286 dated November 14, 1969).

OILS, FATS AND OILSEEDS

Regulation (CEE) No. 2249/69 fixes the compensatory amount for the import of certain castor oils (*Journal Officiel* No. L285 dated November 13, 1969).

Imports from non-member countries into the EEC

THE *Board of Trade Journal* dated August 13, 1969 (page 451) contained details of goods which, under the provisions of Article 115 of the Treaty of Rome, will not benefit from community treatment when imported by a Member State, even though they may be accompanied by a circulation certificate.

The *Journal Officiel des Communautés Européennes* No. L282 dated November 10, 1969, contains the text of **Decision No. 69/385/CEE** authorizing France to exclude from community treatment fresh prunes (Tariff Heading No. 08.07D) originating in Yugoslavia and freely circulating in the other Member States.

The *Journal Officiel des Communautés Européennes* No. L283 dated November 11, 1969, contains the text of **Decision No. 69/395/CEE** authorizing France to exclude from community treatment unglazed setts, flags and paving, hearth and wall tiles, of faience or fine pottery (Tariff Heading No. 69.07 BII) and other setts, flags and paving, hearth and wall tiles of other ceramic materials (Tariff Heading No. 69.08 BII) originating in Japan and freely circulating in Germany.

The French texts of these Decisions may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

FRANCE

Global quota for potatoes

THE FRENCH *Journal Officiel* of Nov[illegible] 5 announced that potatoes (Tariff No. 07.01 A III b) originating in and imported from all countries other than member countries of the EEC and countries of the Franc Zone may be imported until December 31, 1969.

Imports will be effected under the minimum price procedure laid down in a notice to importers dated July 29, 1962, and subsequent amendments.

Tariff No.	Products	Reference product	Minimum price per 100 kg. (in Francs)	Period of application
	Prices recorded at national market at Rungis (Paris market) goods in bags of 50 kg.			
07.01 A III b	Potatoes other than early or seed potatoes and not imported for the manufacture of starch	Bintge riddle 35/40 mm.	28 29	November December

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the full French text may be seen.

Minimum price procedure for tomatoes

THE FRENCH *Journal Officiel* of November 4 published further details amending their notice of October 26 relating to imports of tomatoes under the minimum price procedure (see *Board of Trade Journal* of November 12, 1969, page 1325).

Importers are reminded that import certificates, on form D1, will be valid for a period of four days including the day on which the visa is affixed.

Duty quota for seed potatoes

THE FRENCH *Journal Officiel* of November 4 gave further details concerning the quota for seed potatoes (Tariff No. 07.01 A I) to be imported at a reduced rate of duty until June 30, 1970. (See previous notice in *Board of Trade Journal* of November 19, 1969, page 1418).

Applications for import licences must conform with the conditions set out in the arretes of October 12, 1962 and October 1, 1963. They should be addressed (together with a stamped envelope bearing the name and address of the applicant) to the Bureau des fruits et legumes (Direction des Productions Vegetales, Sous-direction des Products Vegetaux), Ministere de L'Agriculture, 3 rue Barbet-de-Jouy, Paris, 7e.

Applications must be confined to the following varieties:

Early: Bea, Esterling, Ostara, Primura, Resy, Jose, Sirtema.

Floury: Ambassadeur, Daresa, Flora, Maritta, Panther, Thynia, Ultimus, Amex, Kaptah-Vandel, Commandeur, Calori, Goliath, Format, Multa, Bohm's, Bodenkraft, Patroness, Brunella, Ursula, Prevalent, Amigo, Saturna, Rector.

Separate applications must be made for the Sirtema variety, the other early varieties and the floury varieties. Each application must not exceed 230 metric tons. Where applicable, importers should also state prior amounts of the Sirtema variety imported during 1968-1969.

Potatoes imported into France are subject to the sanitary controls laid down in an Order of November 8, 1954, and they must be routed through a customs post open for phytosanitary control. A list of these posts was given in an Order dated March 3, 1962.

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bsiley, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

Duty quota for seed potatoes: correction

IN THE notice on the French duty quota for seed potatoes published in the *Journal* of November 19, page 1418, the fifth line down should read: 10,000 metric tons for early potatoes (Sirtema variety).

NORWAY

Control of price increases

IN ORDER TO control pressure on prices prior to the replacement of the retail sales tax by a value added tax on January 1, 1970, the Norwegian Government introduced, in September, a prohibition on price increases on a wide range of goods.

This control has now been extended to cover all goods subject to the retail sales tax. As a rule, no increase in prices will be permitted between now and January 1 next year, except as a consequence of a rise in import costs, and then only to the extent of the increase plus duty, if any.

On January 1 goods subject to the price control will be allowed to increase in price by 5·6 per cent, being the calculated difference between the retail sales tax and the value added tax.

It is expected that this control will remain in force for some time into 1970 until conditions have settled down.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459, 461).

SPAIN

Suspension of Customs Duties

THE SPANISH *State Gazette* of October 29, 1969 announced the suspension of Import Duty levied on vaccines which fight the viruses which cause abortions in sheep cattle (Tariff Headings 30.02 A2 and B2) until January 1970.

Inquiries about this notice should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

ISRAEL

Import liberalization

THE FOLLOWING ADDITIONS have been made to the Israeli list of commodities for which import licences are issued without restriction. These goods were liberalized with effect from October 14, 1969.

Tariff No.	Description of Goods	Duty	Purchase Tax
	Dried vegetables:		
07.04	Edible mushrooms, asparatus, curled cabbage, tomatoes in crumbs or powder, celery root, all these not mixed	10%	Exempt
07.04-9000	Other	50%	Exempt
	Yeast:		
21.06-1010	The water content of which by weight, exceeds 68%	35% + IL.0·085 per kilo	Exempt
21.06-1090	Other	35% + IL.0·29 per kilo	Exempt
39.01-7099 39.02-4599 39.07-1399 40.10-9990	V-belts	80%	Exempt
39.07-5100	Travel goods and other goods specified in item 42.02, of plastic material	IL.15·00 per kilo	15%
44.19	Wooden beadings and moulding including moulded skirting and other moulded boards	40% + IL.0·30 per kilo gross	Exempt
44.20	Wooden picture frames, photograph frames, mirror frames and the like	40% + IL.0·30 per kilo gross	Exempt
	Barrels, vats and tubs and parts thereof of wood:		
44.22-2000	Of a capacity over 250 litres	Exempt	Exempt
44.22-3000	Of a capacity of 250 litres or under	40% + IL.0·30 per kilo gross	Exempt
44.22-9900	The parts	40% + IL.0·30 per kilo gross	Exempt
68.14-9900	Lining for clutches and brakes	100% but not less than IL.7 per kilo	Exempt
	Angles of low carbon steel:		
73.11-1011	Isosceles angles, in sizes not smaller than 25 x 25 mm and not larger than 65 x 65 mm	30% + IL.0·07 per kilo	Exempt
83.09-1000	Buckles of the kind used in safety belts falling under item 87.06-3000:		
83.09-1010	The buckles	35% + IL.3·25 each	Exempt
83.09-1090	Parts thereof	80%	Exempt
83.06-9991	Piston rings	80%	Exempt
90.24-1090	Pressure gauges (manometers)	30% but not less than IL.5·00 each	Exempt
	Electricity supply or production meters:		
90.26-1020	Single-phase, for a working tension which does not exceed 230 volt and for a nominal working current up to 10 amp	40% but not less than IL.13·50 each	15%

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

EAST EUROPEAN CONTRACTS

An order from Poland for nine tons of Fibrite polypropylene yarn has been won by Plasticisers Ltd., the Bradford-based fibres-from-film specialists. This substantial trial quantity of Fibrite, the polypropylene fibre launched earlier this year by Plasticisers, is the first to be shipped by the firm to Eastern Europe.

Part of a complete turnkey fertilizer complex at Sala, Czechoslovakia. The complex was designed and supplied by The Power-Gas Corporation Limited of Stockton-on-Tees (a member of the Davy-Ashmore Group) under a £4 million contract from Strojimport, the Czechoslovakian State Import Agency. The complex consists of ammonia and urea plants together with associated services and facilities.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

INFORMATION ABOUT the commercial standing of overseas firms is available to you through the Board of Trade and is particularly useful in indicating whether a firm is suitable to act as your agent or representative. Many status reports are on record, and where these need to be brought up to date or new reports obtained, this is rapidly done in collaboration with Diplomatic Service commercial officers abroad.

These reports can tell you of the local standing of firms overseas, the scope of their activities, and the size of their organization, and their suitability to act as your representatives. The reports do not, however, include credit ratings or detailed financial information, and reports on potential customers should be obtained from specialized sources such as banks or credit reporting agencies. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. or to the appropriate Regional Office of the Board.

LEBANON

Ban on import of poultry eggs

THE LOCAL PRESS in the Lebanon have reported a decision by the Lebanese Minister of National Economy (Arrete No. 242/1 of September 19, 1969) imposing a total ban on the import of poultry eggs both for human consumption and hatching.

Further inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

IRAN

Import regulations

THE IRANIAN MINISTRY of Economy has announced that as it is not possible to manufacture an adequate supply of the goods listed below, which fall under tariff numbers 277 to 279 and 965 to 967, by the end of the current Iranian year (i.e. March 20, 1970) there will be no objection to their importation during this period:

1. Raw material for plastic in the form of powder, liquid and granules.
2. Agrelic plates and rods.
3. Tail lights for transport vehicles.
4. Cinema screen with a width of more than 2 metres.
5. Plastic seal for bottles.
6. Valves for aerosol cans.
7. Celluloid sheets.
8. Metal plates laminated with plastic sheets.
9. Metallized plastic film and tape.
10. Plastic ribbon bowstring and profile reinforced with aluminium.
11. Special metal covered fibre.
12. Ebonite for industrial electronic purposes.
13. Sheets prepared from leather and plastic layers.
14. Plastic postcards with embossed pictures and illustrations.
15. Plastic glass for watches.
16. Light reflecting tapes and sheets.
17. Plastic covers for travellers' cheques imported by banks.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

SINGAPORE

Pioneer industries

THE BOARD OF TRADE have been informed by cable that the Singapore Government proposes to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Economic Expansion Incentive (Relief from Income Tax) Act, 1967:

Industries		Products
(A) 1	Textiles	Synthetic fibre and yarn
2	Floor coverings manufacture	Carpet backing cloths, all types
(B) 1	Electrical supplies	Carbon electrodes
2	Manufacture of photographic and optical goods	Spectacle frames
3	Manufacture of photographic and optical goods	Sun glasses
4	Manufacture of photographic and optical goods	Lenses

This notice means that it has been represented to the Minister of Finance that the development or establishment of these industries in Singapore should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of capital invested in Singapore.

Any person may object to the making of the proposed Order by giving notice in writing to the Minister of Finance, Singapore. The last objection date for those industries under heading A is December 15, 1969. At the present time no objection date has been received for the industries under heading B.

MALAYSIA

Import control—wire: corrigendum

THE *Board of Trade Journal* of October 1, 1969, published a notice headed Malaysia, Import Control: Wire. Line 2 of the paragraph immediately following the printed schedule should be amended to read 'and originating from any country are no longer subject to special licensing.'

JAPAN

Ban on use of cyclamate

THE RECENT disclosure of the result of research in the United States into the use of the artificial food sweetening additive, cyclamate, has had a similar effect in Japan to that in Britain and the rest of Europe. The Japanese government have announced a ban on the production, sale and use of cyclamate with effect from November 10, 1969. They have also set deadlines for the removal from the market of those products containing cyclamate which have already been distributed. The dates for the removal of these products are: the end of January 1970 for soft drinks, the end of February for food and the end of June for medicinal goods. No decision has yet been taken on whether goods containing cyclamate which have already been shipped to Japan will be allowed to enter the country. This decision is expected in a short while and a further announcement will be made in the *Board of Trade Journal* in due course.

It is clear that the considerable press coverage given in Japan to this problem will have an immediate effect upon sales of food and drink containing cyclamate. It has been reported by one major importer, who holds a number of British food agencies, that they have already been asked by department stores and other retail chains whether they can guarantee that the imported foodstuffs which they supply do not contain cyclamate. They are at the moment writing to their suppliers in order to obtain this information as soon as possible, since the fact that a certain product does not contain cyclamate is already being used by stores as a promotional device. Japanese companies are already recalling goods which contain cyclamate from the market and goods which are still on their way to Japan may well be unsaleable if they contain cyclamate.

Inquiries about this notice should be addressed to the Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

AUSTRALIA

Dumping cash securities: phosphoric acid, agricultural grade

THE BOARD OF TRADE has been notified by the British High Commission at Canberra that interim anti-dumping action in the form of cash securities has been introduced by the Australian Department of Customs and Excise on phosphoric acid, agricultural grade, which is entered into Australia for home consumption on and after November 10, 1969.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319) quoting Ref. No. CRE 2117/69.

(AUSTRALIA, *continued on next page*)

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

HONG KONG GOVERNMENT OFFICIAL PUBLICATIONS

are on sale at

Hong Kong Government Office,
54, Pall Mall, London, S.W.1.

AUSTRALIA, *continued*

Withdrawal of dumping duty on dichlorphenol

A NOTICE was published in the *Board of Trade Journal* on November 18, 1966 to the effect that dichlorphenol had been made the subject of dumping duty under the Australian Customs (Dumping and Subsidies) Act 1961-65.

The Board of Trade has now been notified by the British High Commission at Canberra that those dumping duties were withdrawn with effect from November 6, 1969. It is emphasized by the Australian Department of Customs and Excise that immediate consideration will be given to the re-imposition of anti-dumping action should future imports of the above commodity be landed at dumped prices.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319) quoting Ref. No. CRE 7382/65.

Tariff Board inquiry on shot and angular grit of iron and steel

THE AUSTRALIAN Minister of Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of shot and angular grit of iron or steel (Tariff item 73.04).

This reference has been made as a result of representations by local industry.

Details of the tariff item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
73.04.000	Shot and angular grit, of iron or steel, whether or not graded; wire pellets of iron or steel	10½%	Free

This matter has been reported by the British High Commission at Canberra, which has been asked to notify the Australian authorities at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than December 9. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319) quoting reference No. CRE 2113/69.

Tariff Board inquiry on pins

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of pins (Tariff items 73.19 and 73.34).

This reference is of Departmental origin.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
73.19	High-pressure hydro-electric conduits of steel, whether or not reinforced:		
73.19.100	Welded	35%	10%
73.19.900	Other	20%	10%
73.34	Pins (other than hatpins or other ornamental pins or drawing pins), hairpins and curling grips, of iron or steel:		
73.34.100	Pins for brooches	12½% Primage 10%	Free Primage 10%
73.34.200	Bobby pins; ordinary pins with solid metal heads	30%	20%
73.34.3	Safety pins, hairpins (other than bobby pins), not being gold- or silver-plated:		
73.34.310	In fancy boxes	37½% Primage 10%	17½% Primage 5%
73.34.390	Other	7½%	Free
73.34.900	Other	45%	27½%

This matter has been reported by the British High Commission at Canberra, which has been askedy to notify the Australian authorities at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than December 9. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext. 2319) quoting reference No. CRE 2112/69.

NEW ZEALAND

Emergency Protection Authority: temporary protection

THE NEW ZEALAND Minister of Industries and Commerce has received an application for temporary protection for the following item:

Flashlights or torches (Tariff item 85.10.03). The question of temporary protection for this item may, at a later date, be referred to the Emergency Protection Authority. Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 814/69.

Tariff changes

DETAILS are given below of changes in the New Zealand Customs Tariff which came into effect on October 17, 1969:

Tariff Item	Description	Unit	Rates of duty		
			British Preferential	Most Favoured Nation	General Tariff
Chapter 82					
Tools, implements, cutlery, spoons and forks, of base metal; parts thereof					
82.01	Hand tools, the following: spades, shovels, picks, hoes, forks, and rakes; axes, bill hooks and similar hewing tools; scythes, sickles, hay knives, grass shears, timber wedges and other tools of a kind used in agriculture, horticulture or forestry:				
	Spades, shovels, picks, hoes, forks and rakes:				
82.01.08	Spades	Doz.	20% Aul. Free	..	45%

The following items were revoked on October 17, 1969:
82.01.01 82.01.02

Any inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 718/69.

New Zealand—Australia Free Trade Agreement

THE NEW ZEALAND Minister of Overseas Trade, Mr. J. R. Marshall, has announced that the New Zealand and Australian Governments have agreed to consider a further list of items for inclusion in Schedule A of the New Zealand-Australian Free Trade Agreement. (Schedule A lists those goods which are, or in due course, will be, free of import duty when traded between Australia and New Zealand). The proposed additions are set out in the schedule to this notice.

Interested parties may make representations in support of or against any nominated product or products. Such representations concerning imports into New Zealand should be made to the Secretary, Tariff and Development Board, P.O. Box 5070, Wellington, not later than January 31, 1970, and those concerning imports into Australia to the Secretary, Department of Trade and Industry, Canberra. Where representations are made against the inclusion of a product, an inquiry may be conducted by the New Zealand Tariff and Development Board or the Australian Tariff Board or both. United Kingdom producers are entitled to full rights of audience before these bodies. It is suggested that any United Kingdom firm or trade association making representations inform the Board of Trade at the address given below.

Products on which no representations are received will be added to Schedule A on July 1, 1970.

Any inquiries arising from this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), reference CRE 16678/G.

SCHEDULE

New Zealand Tariff Item	B.T.N. Heading	Description in Terms of New Zealand Tariff	Australian Tariff Item
Ex 09.10.09	Ex 09.10	Thyme, saffron and bay leaves; other spices, viz.: Ground ginger not packed for retail sale	Ex 09.10.290
19.06.01	Ex 19.06	Communion wafers, empty cachets of a kind suitable for pharmaceutical use, sealing wafers, rice paper and similar products, viz.: Communion wafers	Ex 19.06.000
28.01.10	Ex 28.01	Halogens (fluorine, chlorine, bromine and iodine), viz.: chlorine viz.:	Ex 28.01.000
28.09.00	28.09	Nitric acid, sulphonitric acids	28.09.000
Ex 39.07.10 Ex 39.07.99	Ex 39.07	Articles of materials of the kinds described in heading Nos. 39.01 to 39.06, viz.: Flat discs or shapes of hardened casein suitable for use in the manufacture of buttons; ileo/colostomy drainage bags, disposable types	Ex 39.07.530
40.05.09	Ex 40.05	Plates, sheets and strip, of unvulcanized natural or synthetic rubber, other than smoked sheets and crepe sheets of heading No. 40.01 or 40.02; granules of unvulcanized natural or synthetic rubber compounded ready for vulcanization; unvulcanized natural or synthetic rubber, compounded before or after coagulation either with carbon black (with or without the addition of mineral oil) or with silica (with or without the addition of mineral oil), in any form, of a kind known as masterbatch, viz.: Compounded	Ex 40.05.100 Ex 40.05.9
Ex 44.15.09	Ex 44.15	Plywood, blockboard, laminboard, battenboard and similar laminated wood products (including veneered panels and sheets); inlaid wood and wood marquetry, viz.: Sheets of wood veneer covered on both faces with kraft paper Flooring of laminated wood, tongued or grooved or tongued and grooved, excluding that in which the wearing layer is oak or beech	Ex 44.15.990
Ex 44.23.09	Ex 44.23	Builders' carpentry and joinery (including prefabricated and sectional buildings and assembled parquet flooring panels), viz.: Structural building units composed of laminated wood	Ex 44.23.10
Ex 44.28.19	Ex 44.28	Other articles of doors, viz.: Scaffold planks of laminated wood	Ex 44.28.900
Ex 48.16.02	Ex 48.16	Boxes, bags and other packing containers, of paper or paperboard, viz.: Paper bags composed of two or more plys of paper	Ex 48.16.100 Ex 48.16.910
Ex 49.11.12	Ex 49.11	Other printed matter, including printed pictures and photographs, viz.: Travel posters	Ex 49.11.710
Ex 59.17.08	Ex 59.17	Textile fabrics and textile articles, of a kind commonly used in machinery or plant, viz.: Felt of a thickness of 1 in. or greater, or of a density of 0·185 ounces or more per cu. in. and articles made thereof Felts of a kind commonly used in asbestos cement making machines	Ex 59.19.100
Ex 68.11.09	Ex 68.11	Articles of cement (including slag cement), of concrete or of artificial stone (including granulated marble agglomerated with cement), reinforced or not, viz.: Panels or sheets composed of pumice concrete, suited for use in building construction	Ex 68.11.000
73.15.95	Ex 73.15	Alloy steel and high carbon steel in the forms mentioned in headings Nos. 73.06 to 73.14, viz.: Wire of high carbon steel, uncoated, *not including* mattress wire or nail wire	Ex 73.15.810 Ex 73.15.890
73.32.01	Ex 73.32	Bolts and nuts (including bolt ends and screw studs), whether or not threaded or tapped, and screws (including screw hooks and screw rings), of iron or steel; rivets, cotters, cotter-pins, washers and spring washers, of iron or steel, viz.: Bolts and bolt ends, forged	Ex 73.32.920 Ex 73.32.999 Ex 73.32.100 Ex 73.32.100
Ex 82.13.09	Ex 82.13	Other articles of cutlery (for example, secateurs, hair clippers, butchers' cleavers, paper knives); manicure and chiropody sets and appliances (including nail files), viz.: Manicure and chiropody sets and appliances (including nail files)	82.13.310 82.13.390
84.10.03	Ex 84.10	Pumps (including motor pumps and turbo pumps) for liquids, whether or not fitted with measuring devices; liquid elevators of bucket, chain, screw, band and similar kinds, viz.: Submersible pumps Parts of submersible pumps	Ex 84.10.300 Ex 84.10.990

(NEW ZEALAND, *continued on next page*)

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NEW ZEALAND, *continued*

Customs Tariff inquiry: insulated electric wire, etc.

FOLLOWING the receipt by the Minister of Industries and Commerce in New Zealand of a report from the New Zealand Emergency Protection Authority, the Ministry of Industries and Commerce has referred to the New Zealand Tariff and Development Board, for inquiry and report, the question of the appropriateness of *all* the sub-headings and rates of duty under Tariff heading 85.23 and import licensing affecting these goods.

The goods in question are classified in the tariff items shown in the Schedule to this notice.

The public inquiry will take place in Wellington on Tuesday, February 24, 1970, at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Acting Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Tuesday, February 3, 1970. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade' telephone Wellington 43-706 (the BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ) and requiring information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 792/69.

Schedule

The following cables classified in Tariff items 85.23.01 and 85.23.03, when having a capacity of less than 11,000 volts:

Tariff Item	Description
Ex 85.23.01	Paper insulated lead sheathed cable steel wire or steel tape armoured and served. PVC insulated PVC bedded steel wire armoured cable with or without PVC jacket. Paper insulated aluminium sheathed cable steel wire or steel tape armoured and served. Cross-linked polyethylene insulated single core or multicore armoured cable with or without sheathing.
Ex 85.23.03	Paper insulated lead sheathed cable with or without serving. Varnished cambric insulated lead sheathed and served cable. Cross-linked polyethylene insulated single core or multicore unarmoured lead-sheathed cable.

Temporary measures taken:

Temporary additional duty of 15 per cent *ad valorem* applied to the above goods by 'determination' under the new items 85.23.21 and 85.23.24 as follows:

Number	Description	Rates of Duty		
		BP	MFN	GEN
85.23	Insulated (including enamelled or anodized) electric wire, cable, bars, strip and the like (including co-axial cable), whether or not fitted with connectors: Wire and cable:			
	Armoured:			
85.23.21	As may be determined by the Minister	15%†	35%†	40%†
85.23.22	Other	Free	20%	25%
	Lead-sheathed:			
85.23.24	As may be determined by the Minister	15%†	35%†	40%†
85.23.25	Other	Free	20%	25%

† Or such lower rate of duty as the Minister may in any case direct.

Terms of reference to the Board:

To examine the appropriateness of *all* the sub-headings and rates of duty in respect of insulated wire and cable classified under Tariff heading 85.23, and in particular, whether the 'approval' system would be more appropriate to the amendments to Tariff items 85.23.01 and 85.23.03. In addition to consider the question of import licensing as affecting these goods.

FALKLAND ISLANDS

Tariff amendments

THE BOARD OF TRADE has received a copy of the Falkland Islands *Gazette* of June 9, 1969, which contains the Customs (Amendment of Duties) Resolution, 1969.

The effect of this Resolution is to introduce new rates of import duties as follows:

Articles		Rate of Duty
2. Spirits, wines, malted liquors:		
(a) On all spirits, not exceeding the strength of 20% under proof, and in proportion for any greater strength than 20% under proof, including mixtures and preparations containing spirits as ascertained by Sikes' Hydrometer	per gallon	135/-
(b) On wines produced in the scheduled territories and all other unenumerated and unexempted beverages not liable to spirit duty:		
In cask	per gallon	5/5
In bottle	per dozen litres	15/11
In bottle	per dozen qts.	11/9
In bottle	per dozen pts.	6/-
On other wines:		
In cask	per gallon	7/10
In bottle	per dozen litres	23/5
In bottle	per dozen qts.	17/1
In bottle	per dozen pts.	8/9
(c) On malt, liquor, mum, spruce, cider, perry:		
In cask	per gallon	2/2
In bottle	per gallon	2/2
3. Tobacco: Products of the scheduled territories. Manufactured from tobacco which is the produce of the scheduled territories:		
(a) Cigars	per pound	24/3
(b) Cigarettes	per pound	14/6
(c) Cut and manufactured tobacco, snuff, and all other unexempted tobacco	per pound	11/7
On other tobaccos:		
(a) Cigars	per pound	25/-
(b) Cigarettes	per pound	15/-
(c) Cut and manufactured tobacco, snuff, and all other unexempted tobacco	per pound	12/-

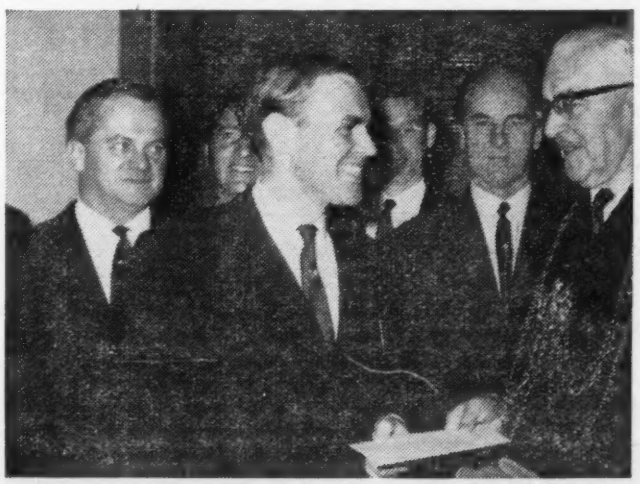
The above Resolution came into operation on May 31, 1969.

TRINIDAD AND TOBAGO

Importation of Christmas cards

THE TRINIDAD and Tobago Ministry of Industry and Commerce have announced that until further notice, licences will *not* be issued for the importation of Christmas cards of a value below TT$0.20 c.i.f. each (TT$4.80=£1 stg); except that in special circumstances, such as importation by or on behalf of international or other charitable or social organizations, applications for licences to import Christmas cards of a lower value will be considered.

FROM YORKSHIRE TO OHIO



Yorkshire industry's first engineering trade mission was given a civic send off on October 25 when Ald A. R. Bretherick, the Lord Mayor of Leeds, formally presented a letter of greeting to his opposite number in Cleveland, Ohio, for transmission by the leader of the mission Mr. John Ibberson. Sponsored by the Yorkshire region of the Engineering Industries Association the venture attracted delegates from 20 member firms seeking to open up new markets in North America.

Imported wool products (Rule 36)

NOTIFICATION WAS given in the *Board of Trade Journal* of April 18, 1968 that the United States Court of Appeals had declared procedures under Rule 36 relating to the import of wool products to be unconstitutional. This decision, which invalidates the rule, has now been upheld by the Supreme Court.

Inquiries about this notice should be addressed to United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

National Commission on Product Safety

THE UNITED STATES National Commission on Product Safety has announced its intention of making its Public Index File available for public purchase at the end of this month.

Generally the Public Index File is an index to and contains excerpts from documents collected by the Commission in studying the safety of household products.

Interested persons and manufacturers of any products referred to in the Index are invited to submit their views and comments with respect to the duplicating and distribution of the File with the Commission at 1016 16th Street, N.W. Washington DC 20036.

Information about the cost and procedure for obtaining copies of the Index will be announced in a later edition of the *Journal*.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), reference FR 11.11.69.

Motor Vehicle Safety Standards—hood latch systems

THE UNITED STATES Federal Highway Administration has under consideration a proposal to amend standard No. 113 (hood latch systems, passenger cars, multi-purpose passenger vehicles, trucks and buses) to be effective January 1, 1972, to specify among other things performance requirements that will minimize the likelihood of hoods penetrating the windshield as a result of impact.

Comments and data on the above proposal are invited from all interested persons and should be submitted in 10 copies, identifying docket No. 69, notice 1, to the Docket Section, Federal Highway Administration, Room 514, 400 Sixth Street, S.W., Washington DC 20591, to arrive not later than February 10, 1970.

Inquiries should be addressed to Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), reference FR 11.11.69.

Tariff Commission investigation

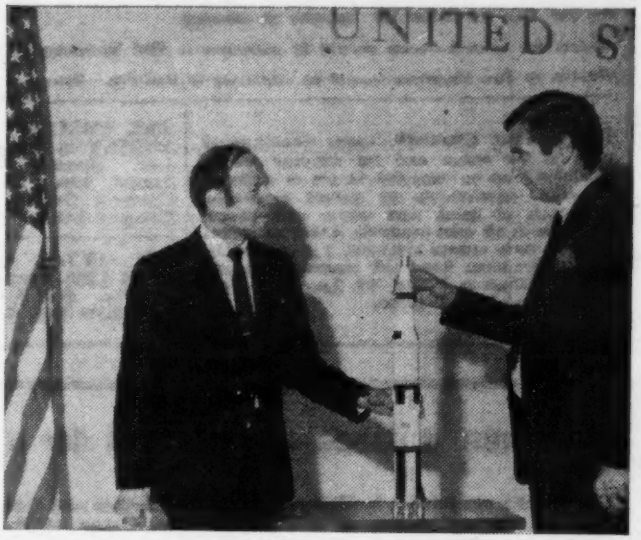
THE *Board of Trade Journal* of September 17, 1969, gave notice of an investigation by the United States Tariff Commission of the economic factors affecting the use of T.S. U.S. 806.30 and 807.00 which relate to articles of United States manufacture which are assembled or processed abroad.

The Tariff Commission has announced that the public hearing arranged for November 28, 1969, has been postponed and rescheduled for May 5, 1970. Interested persons wishing to appear at the hearing should notify the Secretary of the Commission by April 24, 1970.

Unless notified to the contrary, the Commission will treat all requests to appear at the November hearing as requests to appear at the May hearing.

Further details may be obtained from Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

APOLLO MODELS FOR ASTRONAUTS' CHILDREN



Mr. Garth Drinkwater, sales director of Airfix Hobby & Toy Sales (right), presenting a scale model of the Apollo Saturn five rocket to Mr. Ronald Deutsch, of the American Embassy in London. Mr. Deutsch was receiving the 31 in. high rocket on behalf of the American children whose fathers crewed the Apollo 11 and 12 spacecrafts. Airfix are sending each of the six astronauts' children construction kits of the Apollo Saturn 5, the Lunar Module and the Sea King Recovery Helicopter. Airfix export more than 30 per cent of their total production.

Sir Colin Crowe, British High Commissioner in Canada, recently attended a reception in Montreal organized by Wolf Power Tools Ltd., to launch a new range of 'Sapphire' tools to industry. The High Commissioner (right) is seen discussing these new products with Mr. G. M. Wolfe, chairman and managing director of Wolf Electric Tools Limited.

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page,

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Customs notices of interest to exporters

THE FOLLOWING Publics Notices isued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

General Notice

49 Temporary importations: international co-operation.

77E (Re-issued February 1966) purchase tax - exports.

104 Temporary importations and exportations under ATA and ECS Carnets.

112 Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants (to be published on June 18, 1969).

118 Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.

206 Export trade reliefs: temporarily imported for process or repair.

207 Reimported goods: relief from Customs duty and purchase tax.

210 Temporary importation of films and similar goods for copying printing, etc., to fulfil export orders.

215 Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.

300 Export reliefs scheduling scheme.

429 Customs export procedure. Further relaxation of pre-entry.

466 Export documents and trade statistics.

SN6 Notice to passengers (exchange control and export licensing).

Exchange Control Notice to Exporters Issue dated January 9, 1969. (Issued by HM Treasury - also obtained from any bank.)

Drawback

7 Drawback on mixed or blended beers when exported or deposited in bonded warehouse.

74 Notice to exporters. EFTA restrictions on drawback and export rebate.

74A EFTA drawback; exception of EFTA goods re-exported to another country.

77M British-made cars and motor cycles; tax free sales to tourists, etc.

132 Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.

172 Hydrocarbon oils: drawback of duty.

217 The main conditions and procedures under which drawback of duty paid under the Import Duties Act, 1958, may be claimed on the exportation of the classes and descriptions of goods set out in HM Customs and Excise Tariff, Part 6B.

224 The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.

251 Remission or repayment of the temporary charge on imports.

291 Claims for drawback on goods exported where there has been a variation in the duty rate.

372 Authorization of signatories to drawback claims.

430 Table of rates of sugar surcharge, distribution payments and corresponding repayments.

Export Rebates

74 Notice to exporters. EFTA restrictions on drawback and export rebate.

435 Schedule of rates.

436 General outline of the scheme and procedure for claiming.

436A Export rebate: termination.

437 Ships and aircraft.

439 Export rebate: goods exported after March 31 1968, under pre-devaluation contracts.

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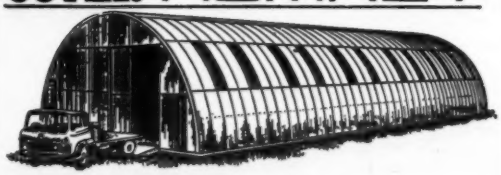

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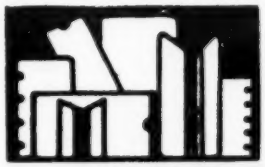

PVC Wallets and Containers

Loose leaf binders, catalogues and price list covers, conference wallets, swatch covers, salesman's albums, document cases, pocket wallets, cheque book covers, travel document folders, transparent pockets etc.

Academy Plastics Ltd

25-29 Roundwood Rd., London, NW10
Telephone: 01-459 5277

EXPORT INTELLIGENCE BRIEFING No. 12: *Selling in the USA*

California here we come!

This new British trade drive could launch your firm into the world's richest market

Target California

The Board of Trade and the British National Export Council announce 'Target California – a trade drive to boost British exports in the 1970's.

Through 'Target California', exporters will be encouraged to take part in major trade fairs, exhibitions, outward and inward trade missions and store promotions. A highlight of the drive will be a British Week in San Francisco in October 1971.

To help exporters, the British Government is offering trade missions to and from California a special 75% assistance with their travel costs.

California, USA

It has the world's highest standard of living. A gross national product equal to the UK's – yet a population of only 20 million against the UK's 55 million. The *average* family income is nearly $10,000 (nearly £4,200) per annum.

Our share of the California import market is now about 5%. If we were to increase this by only 2% or 3% it would mean $30 million (£12,500,000) worth of extra sales.

Why British exporters should aim at California

1. There is a demand for all types of goods, both capital and consumer.

2. As a result of the GATT 'Kennedy Round', tariff reductions on dutiable industrial imports average 41%.

3. Californians have a great willingness to try foreign goods (in some areas 25% of cars bought are foreign – against a US national average of 11%).

4. It is a young and growing market (nearly 50% are under 25 years old) in which Britain's high reputation for contemporary design and good quality should be fully exploited.

This richest of markets is naturally a demanding one

Only the most professional sales approach and follow-up service will succeed in such a sophisticated market. Here are some market pointers:

1. Product design and packaging must be of the highest standard and geared to local tastes.

2. Efficient delivery may mean holding local stocks.

3. If stockholding is likely to cause you problems, consider such ideas as joint warehousing or association with a larger company already established with warehousing facilities.

4. California is unlike New York in tastes and too far away to be adequately serviced from a New York base.

5. Sea cargo schedules should be calculated as accurately as possible. For certain products special air charter should be considered.

Export Intelligence can –

Obtain market assessments for products in California. Arrange official assistance overseas for individual business visits and interest potential agents in manufacturers' products. Supply reports on potential agents, tariff and import regulations, standards, etc. Provide free space and exhibition stands in Joint Venture trade fairs. Assist at such events with collective advertising and help with publicity through the Central Office of Information.

Export Handbooks

The Board of Trade has issued four Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services', 'Organisation for Overseas Marketing' and 'Agency Legislation and Practice Abroad'. To obtain as many free copies of these four handbooks as you require for day-to-day use by your export staff, write now to the UK Publicity Section, Information Division, Board of Trade, 1 Victoria Street, London, SW1.

Export Service Bulletin

You can learn about market pointers and export opportunities on a daily basis through a subscription to the *Export Service Bulletin.*

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